

82934
299

THE TIMES



No. 64,452

THURSDAY OCTOBER 1 1992

45p



A QUESTION OF TASTE
Simon Jenkins
on Gore Vidal
Life & Times, page 1



THE PENALTY PRINCIPLE
Making the rich pay more for their sins
Life & Times, page 6



COURAGE AND CONVICTION
Magic Johnson
decides to play on
Page 30

MMI Hillsborough cash halted Giant council insurer freezes claim payouts

By LINDSAY COOK, SARA MCCONNELL AND DOUGLAS BROOM

BRITAIN'S ninth biggest insurance company announced last night that it would pay no claims for the foreseeable future after the government ordered it to stop taking new business and renewing existing policies.

The moratorium by Municipal Mutual Insurance, which insured nine out of ten local authorities, will affect more than a million individual policy holders and halt payments to the 500 people bereaved or injured in the Hillsborough football stadium disaster. Another two million people have policies underwritten by MMI, which was also a major underwriter of personal cover for losses suffered by Lloyd's names.

Michael Heseltine's Board

of Trade decided to halt MMI business after his department ruled that the company did not meet its solvency requirements. Its forced withdrawal from the public liability market will leave dozens of councils without cover for claims ranging from injuries caused by broken paving stones to compensation for child abuse at local authority hostels. A number are known to have approached brokers in recent weeks about arranging alternative cover and one leading broker said he now expected "a maelstrom" as authorities scramble to secure cover.

The open market has still to set premiums for public liability insurance, but the costs are certain to increase with higher levels of retentions and higher premium rates for policy holders. The scale of the increases is not likely to be known for some days, but Henry Croft-Baker, of the Lloyd's broker, Fenchurch Insurance Brokers, said councils with a proven commitment to risk management and loss control would be regarded more favourably. Royal Insurance, one of Britain's biggest composite insurance groups, has said it would be reluctant to underwrite public liability insurance because MMI's domination of the market meant that it had no access to claims records on which to base pricing.

Most of MMI's personal customers are council staff who were offered substantial discounts to take out car and home insurance, loans and mortgages. The Cheltenham & Gloucester building society yesterday transferred all its 216,000 buildings and contents policies and mortgage indemnity cover to General Accident. The Automobile Association, the largest general insurance broker, and at least

one other major broker had earlier suspended sales of motor and household insurance policies with MMI.

An estimated 80,000 of the AA's 1.6 million customers have motor insurance underwritten by MMI. From yesterday, any customer whose policy is due for renewal will be offered cover by another "household name insurer" on the same terms and at the same cost as they would have got from MMI.

Similar arrangements have been made for buildings and contents insurance underwritten by the group. MMI was on the AA's panel of insurers as part of a consortium of 12 companies which underwrites insurance for about 300,000 customers have insurance underwritten by this consortium.

MMI suffered pre tax losses of £240.3 million in 1991, sharply up on losses of nearly £50 million in 1990, and needed an injection of funds to survive. Since July, it had been in merger talks with La Garantie Mutuelle des Fonctionnaires (GMF), of France, but at it became clear at the weekend that these were not going ahead smoothly. GMF insisted earlier this week that talks were off and that it was not interested in doing a deal. MMI claimed that the two companies were still talking, but yesterday accepted that the negotiations had broken down. MMI is now discussing the transfer of parts of the business to other insurers.

Local council leaders said that if claims against them had to be paid from their own funds they would have to raise local taxes to pay for it. Geoffrey Filkin, secretary of the Association of District Councils, said authorities would press the government for permission to borrow to cover any losses.



Academic style: Baroness Thatcher was yesterday installed as chancellor of Buckingham University. Lord Hailsham, right, received an honorary degree

Europe moves forward as 12, says Major

By CHARLES BREMNER IN PARIS AND NICHOLAS WOOD

JOHN Major obtained a French agreement that all members of the European Community must move forward together when he met President Mitterrand in Paris yesterday. There was no word of any agreement on the European Monetary System.

However, French officials emphasised that M. Mitterrand's desire was to help Mr Major win approval for Maastricht in Parliament. The French foreign ministry said yesterday that it could accept ratification at a date beyond the end of this year, when it is due to come into force.

"We were absolutely at one that the Community needs to move together as Twelve... I don't think any of us wants to see what's loosely called a two-speed Europe," Mr Major said after his 90-minute meeting with M. Mitterrand.

"I detected no impediment; a lot of understanding and a lot of agreement," he added. Mr Major said that he had reached agreement "about the nature of some of the changes we want to bring about" and the talks had been "extremely useful" in preparing for the emergency EC summit this month in Birmingham. M. Mitterrand, just back from convalescing in Brittany, accompanied Mr Major to the front door of the Elysee Palace.

Neither Mr Major nor French officials would comment on financial aspects of their talks. Paris is resisting any attempt to modify the European monetary system. M. Mitterrand was likely to have asked Mr Major to explain what he meant by "fault lines" in the system.

France is prepared to "seek all means to ensure the speediest and most harmonious way to ratify the treaties," a French foreign ministry spokesman said. This could include waiting for British ratification after the New Year. Britain received further support yesterday from Michel Rocard, M. Mitterrand's prime minister from 1988-1991, who criticised the Bundesbank for making negative statements about the pound before its devaluation.

The president and Mr Major said in a joint statement that they had noted that the debate in France and elsewhere over Maastricht had revealed public concern about the need to respect national identity and avoid Community interference in matters of national action. They agreed that the Community must be more open to public scrutiny.

After nearly 50 per cent of



Mitterrand wants to help Major

French voters rejected Maastricht, the Mitterrand administration is eager to add clarifying notes to the treaty, but it is ruling out any renegotiation. The president was thought likely to have urged Mr Major to end his row with Germany. He briefed him on his meeting last week with Helmut Kohl, the German Chancellor, which prompted speculation about an alleged Franco-German plan to push ahead to monetary unification without Britain and the other weaker European economies.

Last night, Mr Major returned to London to dine with Paul Schluter, the Danish prime minister. They were likely to attempt to clarify Danish objections to the existing Maastricht text.

Display of bodies provokes outrage

By RAY CLANCY

RELATIVES and friends of the Britons killed in the Pakistan airbus crash last night began their journey to Kathmandu amid a row over the gruesome manner in which the Nepalese authorities have displayed fragments of bodies and personal effects at the airport.

British embassy officials criticised the arrangements in Kathmandu as being no more than "a grotesque peep-show" and they removed bodies from an open tent rather than leave them in full public view.

British High Commission staff have taken the extraordinary step of borrowing a refrigerated lorry and snatching bodies from the tent. Some are now in a cold storage room at the United States embassy as officials try to ease the difficulties for the British when they arrive.

Thirty-nine close relatives and eight friends of those who died boarded a Pakistan International Airways flight at Heathrow Airport to Karachi and are expected to arrive on a connecting flight at Kathmandu today. Some were visibly upset, not only by the process of travelling to identify loved ones but also at having to cope with the fact that they were following in their footsteps.

Diplomats in Nepal
Continued page 18, col 1

Cabinet battle on EFA bill

By MICHAEL EVANS AND SHEILA GUNN

A BATTLE will break out between ministers today over whether Britain should foot the entire cost of the £22 billion European Fighter Aircraft after a public statement that Britain would build the plane on its own if its three partners pull out.

The jet fighter is expected to be discussed at today's meeting of the cabinet committee on public spending chaired by Norman Lamont, the chancellor. Malcolm Rifkind, defence secretary, the defence ministry and British Aerospace, prime contractor for the EFA project in Britain, say that the fighter can still be built cost-effectively by a single nation.

But Mr Rifkind, the defence secretary, is under pressure to cut back his original budget for 1993-4 of £24.5 billion. One Treasury official said yesterday: "It is difficult to see how Britain can go it alone on

EFA. Many people here think it is almost certainly doomed."

Michael Portillo, chief secretary to the Treasury, is keeping a close watch on EFA costs. Britain has already spent £1.5 billion on development costs and is committed to a further £1.3 billion. Britain's share of the development and production bill would be about £10.7 billion with all four nations in the project.

Treasury officials have warned the defence ministry that, if the fighter aircraft is saved, big reductions must be found elsewhere in the defence budget. The first public statement that Britain would consider building EFA on its own was made by Jonathan Aitken, the defence procurement minister, at a conference in London. His view is fully supported by Mr Rifkind, although he would prefer to see the fighter built by four

nations jointly. Threatened by the possible withdrawal of Italy and Spain, as well as Germany, from the production phase of the fighter programme, the defence ministry has begun to make serious calculations about the cost of going it alone.

Production costs could rise by about 10 per cent, or £2.5 million-£2.8 million extra for each aircraft, defence sources said. The RAF's requirement is for 250 aircraft to replace Phantom, Jaguar and eventually Tornado F3, the air defence version.

The three main political parties support EFA, partly because of the 40,000 jobs at risk if the plane were cancelled. But a decision to build it alone could undermine parliamentary support. One senior Labour backbencher warned yesterday he found it

Continued on page 18, col 2

ON OTHER PAGES Joyrider jailed

A driver who killed five young people while racing a friend at 80mph was jailed for five years yesterday. Shaun Gooch, 25, who crashed into the children and teenagers at Swindon, Wiltshire, last year, was convicted of causing death by reckless driving. Page 3

Smith decision
John Smith has decided to sack Labour's advertising agents, the shadow communications agency, which introduced the red rose image. Diary, page 14
Labour conference, page 8

Bush challenge
President Bush yesterday put Bill Clinton on the defensive by challenging him to debates on each of the four Sundays evenings before the election. Page 12

Ciskei verdict
A South African judge has condemned the Ciskei armed forces in a report on last month's Bisho massacre. Page 13

Resign call
Gerald Ratner, chief executive of Ratners Group, faced calls for his resignation at an annual shareholders' meeting yesterday. Page 19

BR keeps fare rises very quiet

By MICHAEL DYNES
TRANSPORT CORRESPONDENT

FARES went up this week without any prior warning on selected Regional Railways routes in an attempt by rail managers to cut bad publicity. Exasperated by the hostile media comment and passenger irritation associated with annual fare increases, Regional Railway managers decided not to draw attention to the latest fare rises of 5 to 10 per cent as an "experiment" to test media and public reaction. They are usually announced in advance.

Regional Railways said: "No one else announces fare increases so why should we. It only creates negative feedback. We felt that as the airlines and the bus companies don't do it, we shouldn't either."

Fares are up 5 per cent between Birmingham and Stafford, Hereford, Redditch, Lichfield, Shrewsbury, Northampton, Stratford and Leamington. Single and day return fares on some longer journeys, such as Nottingham to Birmingham, Cardiff to Birmingham, and Leicester to East Anglia go up 10 per cent.

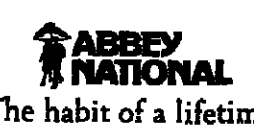
Michael Patterson, secretary of the central transport consultative committee, the passengers' watchdog, said: "British Rail is a public service and has a public duty to announce when fares are going up. It cannot do this under the counter."

ABBEE NATIONAL'S HOLIDAY PACKAGE

TRAVEL INSURANCE
TRAVELLERS CHEQUES

Not only does Abbey National offer one of the most comprehensive travel insurance packages around but also travellers cheques and foreign currency.

So, if you're going on holiday there's no better place to start than your local Abbey National branch.



See leaflet in branch for details. Sterling travellers cheques available to non-Abbey National customers in England and Wales only. Other travel money services are only available to Abbey National customers with an instant access account. Abbey National plc, Abbey House, Baker Street, London NW1 6XL

INDEX	
Births, marriages, deaths	16, 17
Court	16
Crossword	18
Letters	15
Obituaries	17
Sport	28-32
Weather	18
LIFE & TIMES	
Arts	2, 3
Books	4, 5
Concise Crossword	9
Appointments	7-18
TV & radio	20



MPs will quiz Lamont and Hurd before EC summit

BY SHEILA GUNN, POLITICAL CORRESPONDENT

NORMAN Lamont and Douglas Hurd have been called before two committees of MPs on October 12 for questioning on their economic and European policies since Britain left the European exchange-rate mechanism.

The cross-party committees decided yesterday to hold the emergency hearings a week before parliament returns so that the Chancellor and foreign secretary can explain their strategy before the special summit of EC leaders in Birmingham on October 16, focusing on the ERM and the

Maastricht treaty. The hearings are billed partly as a post-mortem examination after the turmoil of recent weeks but, more importantly, to grill the ministers about what will be on the table at the summit.

By sandwiching the sessions between the party conference and the summit, the MPs hope to bring out more details about how Britain wants the ERM reformed and progress on the treaty. MPs on the Treasury select committee, which will also visit the Bundesbank in early November, are worried at indications that Mr Lamont will not announce details of his monetary policy until his Mansion House speech on October 29.

John Watts, chairman of the Treasury and civil service select committee, said: "We will try and tease out as much as we can. We thought we should take evidence on recent events but more importantly on what are the guidelines for the conduct of economic policy now we are out of the ERM, either indefinitely or temporarily."

Sir Alan Walters, the government's former economic adviser and a critic of the ERM, told senior Conservative MPs that he saw no way of reforming the ERM to solve the problems which caused the recent turbulence in the money markets.

Pegging currencies, as opposed to floating or fixing sterling, was "neither fish nor fowl" as the system created a roller-coaster effect. "The view that the ERM is all right and it was just that we got in at too high a rate is rubbish."

John Major's shuttle diplomacy failed to appease Tory Eurosceptics. Sir Teddy Taylor said that return to the ERM was unthinkable. Sir Teddy, MP for Southend East, said: "I hope that John Major will offer friendship, co-operation and goodwill to François Mitterrand and say that the best future for Europe is for them to go ahead with the ERM and to leave us out."

But Edwin Currie, Tory MP for South Derbyshire, said sterling must re-enter the mechanism "sooner or later" rather than being left to float. "We have to find some way of stopping our currency flying around as if it's just a leaf in the wind."

Lord Ridley, who was forced to resign from the Thatcher cabinet over anti-German comments, said that the government was wrong to blame Germany for "Black Wednesday". Britain should not have joined the ERM in the first place, he said.

Shepherd backs EC jobs plan

BY RONALD FAUX

IMPROVED living standards for Europe had to be earned through economic success and could not be legislated into existence by governments. Gillian Shepherd, employment secretary and president of the EC social affairs council, told a multinational conference in Manchester last night.

She told the audience of employment service managers from 26 countries that Europe's response to a declining share of world markets must be to encourage labour markets to allow businesses proper flexibility to improve productivity.

Job creation policies also should have a high priority for the European Community, where 16 million were now unemployed, around half of them for a year or more, creating a high social and economic cost. Mrs Shepherd announced that she would be presenting an employment initiative at the informal meeting of employment and social affairs ministers in Wales in two weeks.

The initiative, she said, would reflect her conviction of the value of European countries sharing effective ways of helping the unemployed by providing information, effective job advice and counselling. The UK system succeeded in filling 75 per cent of vacancies notified by businesses. She said: "Let me make it clear, however, that we do not put forward the United Kingdom system as the ideal model for all countries. We should take the opportunity to build upon the wealth of experience and diversity of approach in the whole Community."

Isn't his future worth protecting?

This baby, like every baby born in Britain today, runs a major chance of suffering from mental illness sometime during his life.

Three times as common as cancer, it affects one out of every ten people in this country each year which is why more investment in mental health care and research is our greatest hope for the future.

The future affects us all and it makes sense to protect it with a will. Our FREE guide *Peace of Mind* will help you take this vital step for your family's future welfare.

The guide gives clear advice on making or updating a will, appointing executors and helping others with a legacy.

It also tells you more about the Mental Health Foundation and how your legacy will help protect the next generation from the tragedy of mental illness.

Send for your copy of *Peace of Mind* today.

Please send me my free copy of *Peace of Mind*

Name _____ Address _____

Telephone _____

Please return the coupon to: The Mental Health Foundation, 8 Hallam Street, London W1N 6DH. Registered Charity No. 201150

Data Protection: If you don't already support the Mental Health Foundation, we may occasionally wish to write to you about our work in the future. If you would rather we did not write to you again, please tick this box. ☐



Explosive find: the bomb hauled ashore yesterday at Abbotsbury, designed by Sir Barnes Wallis, below

Wallis dambuster bounces back

ONE of the bouncing bombs developed by the late Sir Barnes Wallis for the Dambusters operation in the second world war was raised yesterday from the sea off Chesil Beach, Dorset (John Young writes).

The prototype, not armed but filled with a mixture of concrete, cork and wood to approximate the operational weight of 9,250lb, was recovered by a Royal Navy Sea King helicopter and divers from the Royal Engineers, and was taken to Portland Museum, where it will form part of a display marking the 50th anniversary of the raid.

On the night of May 17, 1943, the 19

Lancasters in the raid, under the command of Wing Commander Guy Gibson, dropped the bombs that skimmed across the waters of the Ruhr, in Germany's industrial heartland, to breach the Möhne, Eder and Sorpe dams. Two hundred million tons of water were released in a flood that destroyed thousands of acres of factories and farmland.

Albert Speer, then head of Hitler's armaments industry, later confided that this single raid, combined with the United States Air Force's destruction of a number of synthetic oil plants, achieved almost more than the whole of the rest of allied bombing.



Boards defend GCSE

BY MATTHEW D'ANCONA, EDUCATION CORRESPONDENT

GCSE examining boards have denied claims by inspectors that the examination is in decline, in a response likely to infuriate education ministers.

The Joint Council for the GCSE, which co-ordinates the work of the examining groups, said that the damning conclusions of the "impressionistic and anecdotal" report last month, compiled by Her Majesty's Inspectorate were unsubstantiated.

George Turnbull, spokesman for the Southern Examining Group, said that the GCSE was the most closely monitored test and had not been faulted by Welsh or Northern Irish authorities this year. "Only the English HMI have raised these issues, and they have not provided any concrete evidence. It is difficult to know what to change when the objections are so anecdotal."

The boards' staunch defence of their record is unlikely to satisfy John Patten, the education secretary, who said last month that "the general public would explode in anger" if the decline of the GCSE was not acknowledged by the end of September. He would not hesitate to use "his quite severe powers".

The education department said in a preliminary response yesterday that the council's "quibbles" were regrettable and would surprise inspectors.

Nigel de Cruchy, general secretary of the National Association of Schoolmasters/Union of Women Teachers, said that the original inspectors' report "was selectively leaked by the secretary of state in a manner which we can now see to have been highly selective and politically motivated".

Fare increase secrecy helps rail staff but not passengers

BY MICHAEL DYNES, TRANSPORT CORRESPONDENT

REGIONAL Railways' decision to introduce its latest round of fare increases by what can be described only as sleight of hand highlights the dilemma faced by rail managers attempting to run the national rail network.

Fare increase announcements may set off public resentment over the railways' cost and quality, but at least they ensure that passengers know in advance that a journey will cost more. Failure to make any announcement may make life for rail officials

a little more tolerable, but it deprives passengers of vital information they believe is theirs by right.

Claims that the railways should be free to act in the same way as the airline and bus companies by doing all they can to minimise publicity over fare increases do not wash. British Rail is still in the public sector, and passengers insist that rail managers have a public duty to notify them of any changes in their costs.

In fact, the Regional Railways' fare increases are the

final batch of fare increases agreed between British Rail and the government towards the end of last year. They coincide, however, with the latest round of negotiations between rail and transport officials over fare rises which will start in January.

Next year's fare increases are unlikely to be announced until after the end of the Conservative party conference next week. BR is understood to be looking for an increase above inflation, probably around 4 or 5 per cent, to raise more funds for long-overdue investment schemes.

Fare increases are particularly unpopular at the moment because of growing fears that considerably larger ones may follow privatisation. Jimmy Knapp, general secretary of the Rail, Maritime and Transport workers' union, told the Labour party conference in Blackpool this week that fare increases of 142 per cent would be required to "facilitate privatisation".

John MacGregor, the transport secretary, responded firmly to Mr Knapp's allegation yesterday, insisting that he did not "recognise the 142 per cent figure". He refused to put a figure on next year's increase but pointed out that fares will have to go up "to reflect the very substantial investment that is going on".

The government was spending £1.4 billion of taxpayers' money on rail investment in the present financial year, he said. "We do have to recognise that the huge investment has to be paid for," he added.

Rail passengers do not need much encouragement to read between the lines, as it were. High levels of investment in new track and rolling stock will automatically lead to fare increases on top of inflation. Moreover, because of the huge backlog of investment needed to modernise the railways, passengers face such increases every year for the foreseeable future.

River bus stays afloat

THE RiverBus partnership, London's ailing waterborne passenger service, has been given a one-month stay of execution in the hope that a private-sector buyer can be found to save the company from bankruptcy. It was announced yesterday (Michael Dynes writes).

Ernst & Young, the Canary Wharf administrators, London City Airport, and other parties have agreed to subsidise the service for another month at a cost in excess of £100,000. The longer-term future of the company will be assessed on a monthly basis, though there is little sign of market interest. Up to eight crew redundancies are due to be announced later this week.

The high-speed service between Chelsea and Docklands was launched by Paul Channon, the former transport secretary, in June 1988. But despite recent increases in

patronage, the company has not been able to attract the volume of passengers it needs.

The future of the RiverBus was thrown into doubt when Olympia & York, the Canary Wharf developer and principal owner of the service, went into administrative receivership in May. The RiverBus partnership is the fourth attempt since the second world war to exploit the Thames as a highway for commuting. The company's fortunes have not been helped by the refusal of ministers to integrate the service into London Transport's travelcard structure.

Putting a brave face on yesterday's announcement, William Ederly, the company chief executive, said: "We are delighted that this valuable transport link has been maintained for a further month."

Tube line plans, page 19

Secret fare rises, page 1

Pollution watchdog warns power firm

BY MICHAEL MCCARTHY, ENVIRONMENT CORRESPONDENT

NATIONAL Power, the country's largest electricity generator, was given a broad hint by the government yesterday that it must spend hundreds of millions of pounds on pollution control if it is to burn a new low-cost fuel oil that scientists fear will greatly increase acid rain.

The warning is an important signal to industry on the eve of the government's second annual report on progress towards the aims of the 1990 environment white paper, which Michael Howard, the environment secretary, will present today.

The warning came from the pollution inspectorate, which made its attitude clear even while agreeing to more talks on National Power's applica-

tion to burn orimulsion — a bitumen-based fuel from Venezuela which is high in sulphur — in power stations at Pembroke, Dyfed, and Padiham, Lancashire.

The plan has provoked protests from environmentalists and from the National Rivers Authority and the Countryside Council for Wales, which fears that sulphur emissions from the large Pembroke plant, in particular, could produce acid rain that would kill salmon, trout and other wildlife in Welsh upland rivers.

The company's application is seen as a test of the pollution inspectorate's ability to deal toughly with powerful industrial groups and of the government's willingness to back it.

yesterday to rule on the plan to burn the new fuel, which is cheaper than coal, without fitting costly flue-gas desulphurisation (FGD) equipment. This would remove 90 per cent of sulphur emissions, but at a cost of about £300 million, which National Power says would end orimulsion's cost advantage.

At the last minute, the company asked for more time to present its case. The inspectorate agreed, but took the unusual step of hinting publicly that it was wasting its time. It said in a statement: "Her Majesty's Inspectorate of Pollution has indicated to National Power that, on the evidence presented to it so far, it does not believe that the burning of orimulsion is at

ther Pembroke or Padiham power stations would be justified without further measures to protect the environment."

The "further measures" are almost certainly the use of FGD equipment or equivalent technology, and environmental pressure groups are sure to hold the government to this. England and Wales may have 600,000 acres of potentially contaminated land, more than double the environment department's estimate, according to Sir William Halcrow and Partners, the consulting engineers, in a study of government proposals to list such land in public registers held by councils. The study is for Thames Television's *This Week*, reporting tonight on

NEWS IN BRIEF

Paisley ends boycott of Stormont talks

The Democratic Unionist party ended its boycott of the talks on the future of Northern Ireland yesterday after a meeting with Sir Patrick Mayhew (Richard Ford writes). The Rev Ian Paisley had said the DUP would not attend the three days of talks because the Irish Republic's constitutional claim over the province was not on the agenda.

It is understood that Sir Patrick, the Northern Ireland secretary, urged Mr Paisley to re-enter the talks. Mr Paisley was believed to have returned to the negotiating table at Stormont in an attempt to force the issue of articles 2 and 3 of the republic's constitution. His action may also have been prompted by a desire to prevent the rival Ulster Unionist party reaping political advantage from being seen to have been the party pressing the Unionist case in face to face talks with Dublin ministers.

Yesterday's meeting was the first since Albert Reynolds, the Irish prime minister, and John Major met last week and set November 16 as the date for the next meeting of the Anglo-Irish Inter-Governmental Conference. Unionists have said that should the talks process still be continuing, holding that meeting will effectively end the process.

Vaccine launched

A campaign begins today to immunise every child under four within a year against the commonest strain of bacterial meningitis. The new vaccine will protect against *Haemophilus influenzae* type b (Hib) which causes 50 per cent of all childhood meningitis cases, blood poisoning, a severe form of croup, pneumonia and infections of bones. There are about 1,300 victims of Hib infection and more than 700 cases of meningitis each year; most children go to hospital, about 65 die and 150 suffer brain damage. Dr Kenneth Calman, the government's chief medical officer, said that more than 20 million doses of Hib vaccine had been used worldwide with no serious side-effects.

Paedophiles in homes

Children are in danger of abuse because social service chiefs are not appointing the right staff in care homes, according to the government enquiry into recruitment set up after the Frank Beck case disclosed extensive abuse in Leicestershire children's homes. Selection procedures border on the negligent, and proper police checks are still not being made. Norman Warner, head of the enquiry, told the annual conference of the Association of Directors of Social Services on the Isle of Wight. Mr Warner said: "This unsatisfactory situation has made it easier for a small group of people with perverted and paedophile tendencies to indulge their proclivities in children's homes."

Texaco buys village

A community in Dyfed was turned into a "ghost village" yesterday when the Texaco oil company bought most of its 33 houses for £2.5 million. Only eight families in Rhos-crowther have declined the offer and will stay in the village, which has a church and community hall. Texaco offered to buy the village after an explosion earlier this year injured 18 workers and raised safety fears. The deadline for acceptance was yesterday. Texaco is also paying residents £3,500 to cover the cost of removals and carpets and curtains. Most of the villagers will have moved out by Christmas. The oil company will use some of the houses as classrooms while others will be demolished and replaced by trees.

Singer on affray charge

Joe Longthorne, right, the television singer and impressionist, was charged with affray yesterday after an incident at a restaurant in Torquay, Devon. Police said Mr Longthorne, 38, who has appeared in summer shows along the south coast, was arrested at his home near Barchetts Green, Maidenhead, Berkshire, then released on police bail. He will appear before magistrates on October 20.



Control of relics urged

The Victorian Society has called for stricter controls on the sale of fixtures from listed buildings, which it claims has reached epidemic proportions and affects properties of all periods. In a report published yesterday, the society gives examples including Leighton Hall, Powys, where the owner was fined £500 for removing from the grounds a listed statue of Icarus plunging head first into an ornamental lake. The report, *Coming Unstuck*, says: "The ever increasing demand for architectural antiques — fireplaces, panelling, garden ornaments and ceramic tiles — has led to a corresponding drain of such items from the buildings of which they were once an integral part."

Zoo members resign

The secretary and treasurer of London zoo, which has been under threat of closure, announced their resignations to a meeting of the governing council yesterday. Sir Barry Cross, the secretary, and Peter Howell, who is also principal of London University, blamed pressures arising from the financial problems of the zoo for their decisions, which follow two votes of no confidence passed by the fellows of the Zoological Society of London, the zoo's governing body. Sir Barry, who has been secretary since 1988, said: "I have sadly reached the conclusion that the majority of the fellows do not share my commitment to the continuance of the scientific aims of the society."

1992

GOLDSMITHS FAIR

JEWELLERY & SILVERWARE BY SELECTED DESIGNERS FOR SALE

5 OCTOBER TO 10 OCTOBER 1992
11.00 TO 19.00 MONDAY TO FRIDAY
11.00 TO 17.00 SATURDAY
ADMISSION £1.00. CAFE OPEN DAILY
GOLDSMITHS HALL, FOSTER LANE,
LONDON EC2V 6BL, ST PAUL'S

Banned motorist lost control while racing through streets at 80mph

Judge jails 'wicked' driver for deaths of five youngsters

By A Staff Reporter

A BANNED driver was yesterday sentenced to five years' imprisonment for killing five youngsters in an 80mph road race.

Shaun Gooch, 25, struck a group of children and teenagers gathered at a bench in Swindon, Wiltshire, as he raced past his friend. The former soldier showed no emotion as a jury at Gloucester Crown Court found him guilty of causing the deaths by reckless driving.

Judge Hutton sentenced him to the maximum five-year penalty on the charge with a consecutive three-month sentence for an admitted offence of driving while banned. Gooch, a bricklayer from Swindon, was further banned from driving for ten years.

During the 11-day trial, the jury was told that Gooch had previous convictions for motoring offences, including a drink-drive ban. He had been disqualified for insurance offences before his car careered off the road and into the youngsters in September of last year.

Three young people aged between seven and 16 died instantly, and two girls, aged 15 and 19, died in hospital. The victims were Ian Lilley, 7, Sheree Lear, 8, Paul Carr, 16, Paula Barnes, 15, and Belinda Brown, 19.

Anthony Gallagher, 23, a machine operator, also of Swindon, wept as the jury cleared him of causing death by reckless driving. He was found guilty on an alternative charge of careless driving.

The jury had been told that Gooch had caused a "heart-rending and devastating tragedy" by racing in Abers Way, a residential road with a 40mph speed limit.

Nigel Pascoe, QC, for the prosecution, said that the accident had happened because Gooch lost control as he overtook Gallagher and brushed against his car. Sentencing Gooch, a boxing enthusiast,

Judge Hutton said: "You were racing — not racing with Gallagher, because he was not racing, but racing against him, probably to show off. The result was that the lethal instrument that you had control of, namely your motor car, went completely out of control."

The judge added: "Public grief and, more particularly, the grief of the bereaved families of these children and the general outrage have been enormous. There must be a severe penalty to punish you for the enormity of what you have done and also, one hopes, to deter other people from wicked driving."

The court was told that Gooch's car catapulted off a kerb and careened into the bench. It then took down a hedge. Gooch, who was thrown clear in the crash, suffered a shoulder fracture and was taken to hospital. However, before he left the scene, he denied that he was the driver and gave a false name to police.

PC David Bristow told the jury that skid marks on the road showed that Gooch's car had been travelling at just over 80mph when he had lost control. Michael Twelvetree, a lecturer in physics, said that he had calculated Gooch's speed at 85.86mph.

Gooch claimed in evidence that he had not realised that he was banned from driving at the time and blamed Gallagher for the tragedy. He alleged that the other driver was indicating to turn left but then pulled out to the right, "cutting him up" as he started to overtake.

After the verdicts, Inspector Pauline Tilley said: "We can not bring back the lives of five young children or heal the two children who were seriously injured in this crash. If the judge had given Gooch 100 years, it would probably not have been enough."



The guilty and the innocent: Shaun Gooch, top, who denied the charges; the scene of the crash and, from left to right, four of his young victims: Belinda Brown, 19, Ian Lilley, 7, Paul Carr, 16, and Sheree Lear, 8

11-year-old boy to be kept under lock and key

By LOUISE HIDALGO

VIRGINIA Bottomley, health secretary, has granted a local authority permission to keep under lock and key an 11-year-old boy who continually absconded from residential care and is alleged to have been involved in a string of burglaries.

A health department spokesman said yesterday that it was unusual for an applica-

tion to be made to hold a child so young in secure accommodation, but that the case was exceptional. The boy has been in local authority care in Yorkshire since before his tenth birthday.

The authority made the request after the boy absconded for the sixth time from the residential home he had been living in for the past six months.

He is believed to have been

apprehended by police but escaped from a police station in Yorkshire by squeezing through a hatch in the door and slipping between the security gates. He has since been arrested in connection with alleged burglaries.

The request to contain the boy was made to the health department on the grounds that the boy's behaviour would continue to pose a threat to the community if he remained in

residential care. Officials now have to apply to the magistrates' court for an order to move him to a secure unit.

At present, there are 225 young people under the age of 18 held in secure units in Britain. Six are under 12.

A spokesman for the health department said: "The Children's Act allows for young people to be held in secure accommodation only as a last resort, which is why applica-

tions have to be made first to the health department."

Children as young as 14 are being sent to adult prisons in Wales while on remand, the Children's Society says. It calls for an immediate end to remanding 15 and 16-year-olds in adult prisons, a practice to be phased out over the next four years under the new Criminal Justice Act.

New Law, page 4

Thieves escape with art worth millions from peer's home

By SARAH JANE CHECKLAND, SALEROOM CORRESPONDENT

PAINTINGS and clocks worth millions of pounds have been stolen from Houghton Hall in Norfolk, one of the homes of the Marquess of Cholmondeley, Lord Great Chamberlain of England.

Thieves broke in after driving boldly off the local road across fields towards the hall at 3.30am yesterday. They took with them "The White Duck", by the French artist Jean-Baptiste Oudry, thought to be worth well into the millions. "Standing by a Tree", by the German-born artist Johann Zoffany, and a family group by Hugh Baron.

All three date from the eighteenth century, as do the three missing Louis XVI clocks, one decorated with enamel, ormolu, and another in Sèvres porcelain.

The great collections of Greek and Roman sculpture and furniture by William Kent were left untouched. Lord Cholmondeley went to Norfolk yesterday to help police after hearing of the theft.

This is the second time in six months that the 32-year-old aristocrat has been in the news. He was criticised last spring for consigning Holbein's "Lady with a Squirrel and a Starling" for sale at



Lord Cholmondeley: state opening duties

Christie's, saying he needed the money to establish a maintenance fund for Houghton. So great was the outcry by the heritage lobby that he was eventually persuaded to reach a compromise, selling the masterpiece to the nation in a private treaty sale, and it was withdrawn from auction.

After that deal, there were fears that he might resort to the art market again because, according to Charles Allsopp, chairman of Christie's, "the £10 million from the sale of the Holbein will not solve all the problems."

Some of his most valuable

assets have now disappeared into the criminal underworld, from which they may not emerge for a long time.

The world's most notorious art thefts, of priceless Old Master paintings from the Alfred Beit collection in Ireland and from the Isabella Stewart Gardner museum in Boston, took place some years ago, and all leads have come to nothing.

At Houghton, the Norfolk police said last night: "A vehicle entered the hall grounds by making its way across the fields from the Great Bircham to Hillington road." They hope that someone noticed the vehicle and will contact them.

Lord Cholmondeley inherited the Houghton estate in March 1990 after the death of his father. Built between 1722 and 1735 by Sir Robert Walpole, Britain's first prime minister, the hall is widely considered Britain's finest Palladian house. A friend of celebrities such as Mick Jagger and Jerry Hall, who stayed at Houghton en famille last July, Lord Cholmondeley is renowned for his duties as Chamberlain, walking backwards in front of the Queen at the state opening of Parliament.

Perjury case remand

By RICHARD FORD HOME CORRESPONDENT

A TELEVISION researcher charged with perjury yesterday accused the authorities of mounting a political trial to try to shift attention from allegations of RUC links with Loyalist death squads.

Ben Hamilton, 25, made the claim after being remanded on bail on a charge of perjury in relation to a sworn affidavit made in connection with High Court proceedings for contempt of court.

Mr Hamilton, of Willesden, northwest London, was released on surety of £2,500.

Mr Hamilton, who appeared at Horseferry Road magistrates' court, is to appear before a stipendiary magistrate on November 25. He was the main researcher on a programme in Channel 4's Dispatches series, Channel 4 and Box Productions were fined £75,000 at the High Court in July for contempt of a court order requiring them to disclose the informant who alleged the collusion.

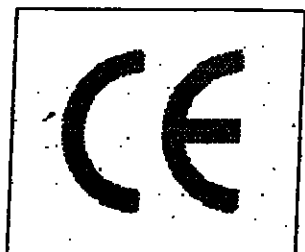
Sect finds mark of the Antichrist in EC

FROM TOM WALKER IN BRUSSELS

A CHRISTIAN sect has objected to Brussels that a widely used EC standards mark could represent the Antichrist.

The Exclusive Brethren, an extremist offshoot of the Plymouth Brethren, has said that the use of Euro-logos like the EC mark corresponds uncomfortably to predictions in the Book of Revelations in the New Testament. They say that such trademarks resemble the mark of the beast in Chapter 13 of Revelations, a mark that some Christian groups associate with the Antichrist.

Martin Bangemann, the EC internal market commissioner, in a recent issue of The Official Journal of the European Communities, said that the



has indeed been brought to the Commission's attention that, for reasons of Christian conscience, some individuals object to the obligation to affix the CE mark, because they compare it to the Beast in the Book of Revelations."

Herr Bangemann has tried to appease the group by saying that use of the CE logo on anything from toys to test tubes will be known in the

tinguish it clearly from the notion of a mark, but has given no hint that religious sects might be given a derogation from using the mark.

The news that the CE mark is here to stay has dismayed members of the Exclusive Brethren. They say that the Beast, with its ten horns and seven heads, clearly represents Europe. "The beast," Revelations says, "forced all the people, small and great, rich and poor, slave and free, to have a mark placed on their right hands or on their foreheads. No one could buy or sell unless he had this mark, that is the Beast's name or the number that stands for the name."

The sect member who told David Martin, Euro-MP for

yesterday: "Much of Revelations has its bearing towards Europe, there's no question about that. We would fear that the mark could have an unwitting connection with the Antichrist." He said that the Exclusive Brethren, some of whom refuse to use computers and to vote, object to use of trademarks only in the European context. He asked not to be named, referring to himself as a "sinner saved."

A London academic said that the EC was not the first institution to fall foul of religious groups.

The Proctor & Gamble company had faced opposition in America's Bible Belt amid claims that the Beast's number, 666, could be seen in the beard of the man in the moon.

BR head is accused of taking bribes

By JOHN YOUNG

THE former head of British Rail's civil engineering department received lavish bribes for nearly ten years from a firm supplying railway equipment, the Central Criminal Court was told yesterday.

David Currie, 66, of Penn, Buckinghamshire, was alleged to have received air tickets to the United States, Canada, Dublin and Vienna; tickets for his wife and himself to travel on the Orient Express; champagne worth more than £200; a Twickenham rugby ticket; and hotel meals.

Other bribes included visits to night clubs on the Continent "where a lot of money was spent". There was also a trip to Africa, which included a "booze cruise" on Lake Victoria.

The benefits "were on such a wide and vast scale they enabled him and his wife to live a very good life", the court heard. "He was enabled to live as a rich man."

Mr Currie is accused of taking bribes from Plasser Railway Machinery (GB) Ltd, two of whose senior executives, Norbert Jurasek, 51, of Wargrave, Berkshire, and Michael Brooks, 64, of Ringwood, Hampshire, are charged with plotting to bribe British Rail employees. All three deny the charges.

Michael Worsley, QC, for the prosecution, said that Mr Currie, who was head of the department from 1985 to 1988, had far more benefits offered to him than any other person in BR. Mr Jurasek, Plasser's managing director, and Mr Brooks, the company secretary, were "hand in glove" in heaping these benefits on Currie and to a lesser extent on other members of the department.

"The company, with the assistance of its continental counterpart in Austria and its officers, were setting out to corrupt British Rail civil engineering staff, sometimes Currie and sometimes other employees of the same organisation," Mr Worsley said.

"The defendants variously faced a total of 19 sample charges, but if every bribe had been made the object of a charge the indictment would be nearly a mile long."

The trial continues today.

Now you can afford to start your Australian holiday with a touch of class.

Business Class.

With over £1,000 off our normal Business Class return fare, you can stretch out all the way to the outback. And back. Our award winning service flies from Heathrow (twice a day) and from Manchester (daily, from October 26th). Prices start at just £1,950. For details of these and other great reductions on First Class fares, call us on 081 741 9292, or ask your travel agent.

QANTAS
THE SPIRIT OF AUSTRALIA

W E G O F U R T H E R

Compulsory sale of shares threatens ITN's future

By MELINDA WITTSTOCK
MEDIA CORRESPONDENT

THE future of Independent Television News was thrown into grave doubt yesterday by Andrew Quinn, ITV's new chief executive, who said the news company's shares were virtually worthless.

Mr Quinn said ITN, which is guaranteed a monopoly to supply news until 2003, had been forced into a "Catch 22" by "misconceived legislation". Under the 1990 Broadcasting Act, ITV companies are required to sell off 51 per cent of their joint shareholding in ITN by 1994. That had jeopardised agreement on ITN's contract to supply ITV with *News at Ten* and other bulletins.

ITV companies are reluctant to commit themselves to a sufficiently generous supply deal when the value of their ITN shares is in doubt. ITN, meanwhile, cannot find new backers until it has secured a contract attractive to new investors.

"ITN's shares are not disposable. This will go on confusing the negotiations," Mr Quinn said. ITV companies



Quinn: "Misconceived piece of legislation"

want to reduce by about £10 million ITN's present £60 million a year budget. ITN wants a five-year supply contract to provide it with some stability but ITV is reluctant to sign such a long-term deal. An agreement should have been signed months ago.

Mr Quinn described the restructuring of ITN's ownership required by the Broadcasting Act 1990 as "a misconceived piece of legislation" and called on Peter

Brooke, the heritage secretary, to repeal it. "No major news service in the world makes money as a stand-alone, commercial organisation," Mr Quinn said. "The government must think again."

ITN, which on Tuesday made 112 staff redundant under strict cost-cutting measures, already faces projected losses of £5.5 million a year for the next four years on unit floors in its new London premises. A spokesman said: "Negotiations over the new supply contract are still in progress. That's what it all hinges on."

Mr Quinn's comments came as ITV revealed plans to attract more advertising revenue by moving upmarket and winning a younger audience of ABCs. ITV's schedule will be tailored more to advertisers' needs.

Malcolm Wall, chairman of the ITV marketing committee, said: "If we get this wrong in the first quarter of next year we will lose millions. Our profile has been more downmarket than the population as a whole. The first stage for ITV is to win from the BBC the 16-34 ABCs." ITV will build on

its 41 per cent audience share in non-satellite homes with strengthened comedy and sport, but original British drama would continue to be ITV's "bedrock". Mr Quinn would not rule out broadcasting *Coronation Street* five nights a week. He said: "I would not want to damage these priceless shows, but it is something that is around. We agonised over whether it would stand three weekly episodes — but it has."

He was speaking as more than 1,000 advertisers and agencies gathered at London's Grosvenor House Hotel last night for a conference on ITV's strategy for the future in the face of increasing competition from satellite stations.

Mr Quinn said ITV's £165 million investment in this autumn's schedule was equivalent to BSkyB's entire programme budget for a year across all of its six channels. BBC1 has spent just £90 million, compared with Channel 4's £56 million.

□ Bectu, the broadcasting union, claimed last night that the BBC was to axe 129 jobs from its Pebble Mill studios in Birmingham and its London outside broadcasting unit.



Winning formula: Carolyn Plunkett, who is named today as maths teacher of the year, an award organised by *The Times Educational Supplement*. Mrs Plunkett, 44, teaches at Bagin Bury infants school, near Bromley, Kent. She said: "Children need to touch and handle mathematics. The classroom should be a laboratory."

Police chiefs join attack on new law

By STEWART TENDLER AND RICHARD FORD

KENNETH Clarke will today defend key parts of the government's Criminal Justice Act after senior police officers yesterday joined the Lord Chief Justice in criticising the new sentencing policy.

After a series of attacks that threaten public confidence in the act, the home secretary has reversed a decision to leave its public launch to a junior minister.

Mr Clarke will robustly defend measures designed to cut the number of minor offenders sent to prison while imposing tougher penalties for violent and sexual crimes. His change of tactics follows public criticism by Lord Taylor of Gosforth, magistrates and senior police officers, and private concern among senior probation officers that the home secretary does not wholeheartedly support legislation stressing non-custodial sentences, rather than imprisonment.

Thousands of offenders face delayed justice and courtroom disruption because probation officers are "boycotting" key parts of the act, which comes into force today.

Yesterday, Britain's senior police officers joined the Lord Chief Justice and magistrates in expressing concern at the sentencing policy. John Johnson, president of the Association of Chief Police Officers (ACPO), and his officials say the act is still surrounded by confusion.

Mr Johnson, chief constable of Lancashire, said chief constables had never been consulted officially about the legislation. In recent weeks, ACPO had written to the Home Office, expressing concern about the provision of secure accommodation for young offenders, supervision of offenders released on licence and the supply of information to courts on previous convictions.

Mr Johnson said yesterday that he shared some of the Lord Chief Justice's anxieties. The new act could reduce the deterrent effect on criminals because it set out a maximum term of imprisonment for some criminals. There were

also fears that there would not be enough funds to supervise offenders released into the community on licence. Under the act, young offenders should go to secure local authority accommodation, of which there is a grave shortage.

The police are also concerned that they may have to provide courts with more detailed information about previous conviction than now.

The probation service will have to provide an estimated 19,000 extra pre-sentence reports for crown courts, according to Home Office research, which also predicted that the additional reports would



Johnson: confusion surrounds new act

bring more adjournments and thus an increase in the prison population.

These delays were predicted before probation officers voted to begin their industrial action today in a protest over pay. The National Association of Probation Officers, representing 7,000 workers, wants a 7 per cent pay rise to compensate for additional work under the new act. The employers offered just over 4 per cent.

□ Magistrates predict widespread inconsistencies and a public outcry over the new means-related fines that start today.

Wealthier offenders will pay fines of several hundred pounds for minor offences.

Letters, page 15
Fines and punishment
L&T section, page 6

Magicians get up to their tricks in secret

By JULIA LLEWELLYN SMITH

SECURITY was on full alert at the Winter Gardens in Eastbourne yesterday.

Journalists could go nowhere without an escort, photographers were banned, probing questions received a firm "no comment". It would have been easier to infiltrate the old KGB than the 56th annual convention of the International Brotherhood of Magicians.

One of the brotherhood's rules is that the tricks of the trade must never be divulged to outsiders. Unfortunately, this does not always apply internationally. Julie Illusion had just been to Japan. "They love magic there but they can buy all the gadgets to do the tricks in the foyer afterwards. It spoils everything," she said.

The only people under no illusion at the convention were the salesmen. The recession meant bargains galore. A

entire chest, axe and plastic lady to be sliced in two was a mere £380, reduced from £450.

Happily the recession had boosted attendance figures. Fourteen hundred magicians from 24 countries, including Nigeria, Argentina and New Zealand had registered. "A recession makes more people turn to magic," said Bob Hayden, public relations officer of the brotherhood.

"And it gives them something to do while they are on the dot," said Jeffrey Atkins, the secretary.

The sales hall looked as if it was packed with unemployed accountants, surveyors, dentists and decorators. And that, too, was no illusion. John Rhodes, a banker from Purley, Surrey, still employed, was taking his annual holiday at the convention. "Magic is extremely therapeutic and it

The Chairman of Rolls-Royce refuelling.

NewScientist

tricks enrich flicks

MR PETER WARD finds *New Scientist* an invaluable business tool. Each week it provides essential information on scientific and technological developments. Like many leading business figures he uses it to help with plans and decisions for the future. Shouldn't you be using it too?

NEW CHALLENGES - NEW DEVELOPMENTS - NEW SCIENTIST

personally write to write to you about our latest in our research in your business letter we are

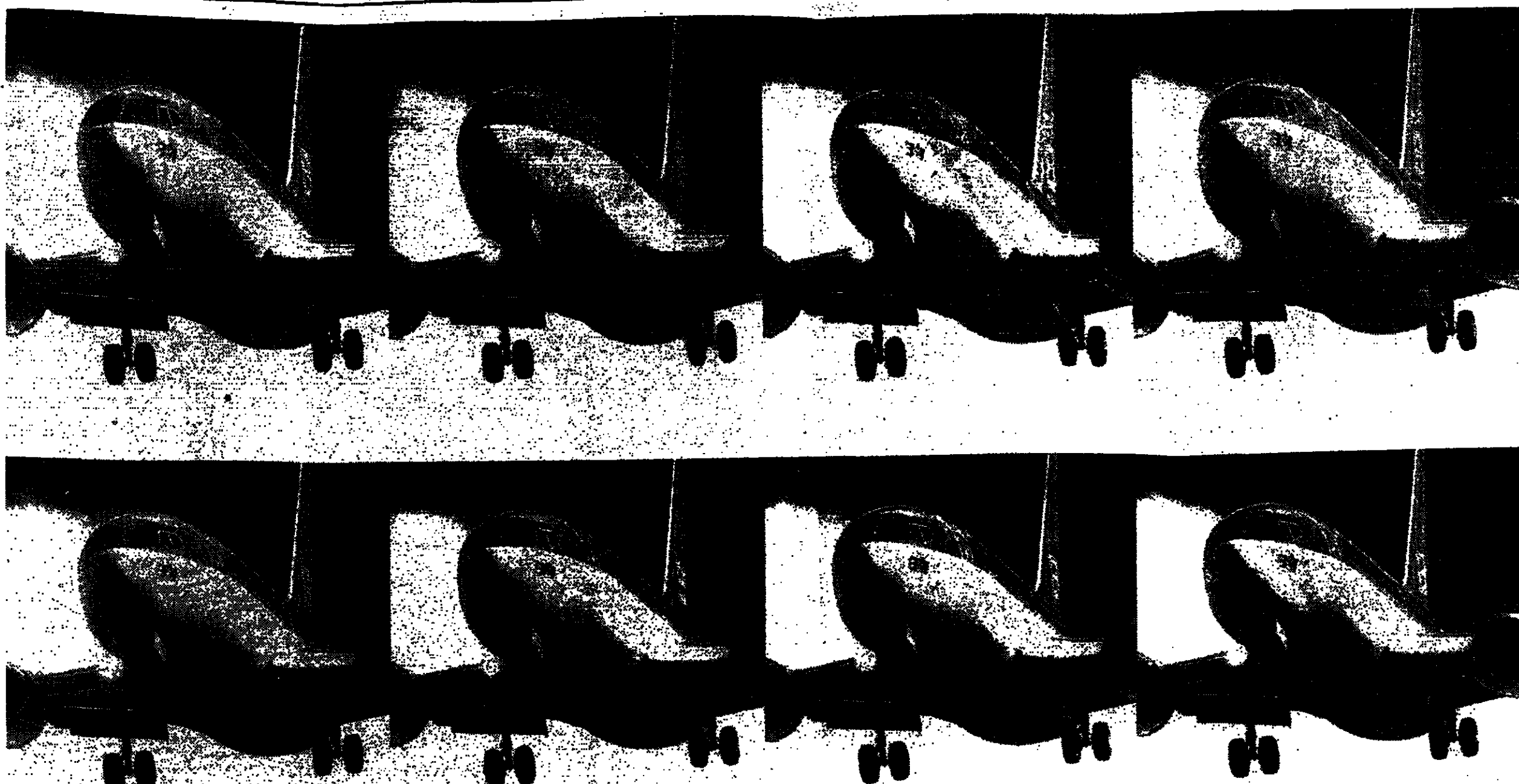
while agreeing to more talks

ment's willingness to back it

it does not believe that the

Weak reporting of progress

Dr. J. K. S. D.



Heathrow -Brussels. Simply the most.

The response to British Midland's new Heathrow-Brussels Diamond Service has been overwhelming.

So much so that we now provide eight return flights each weekday – including the first out and last back.

No other airline offers the business traveller so many flights to Brussels.

No other airline can match our award-winning Diamond Service.

Or our 3 Day Executive return, which, compared to other airlines' business class fares, will save you £100 every time you fly to Brussels.

But then, with 8 Diamond Service flights to Paris, Amsterdam and Dublin, as well as Brussels, no other airline takes business travellers quite so seriously.

HEATHROW TO BRUSSELS

DEPART HEATHROW	ARRIVE BRUSSELS
07:55	08:55
08:50	09:50
11:10	12:10
11:55	12:55
15:35	16:40
16:25	17:25
19:10	20:10
20:15	21:15

Valid to 24th October 1992.

Diamond Service
British Midland
THE SERIOUS ALTERNATIVE

Hospitals ration treatment to cope with new NHS

BY ALISON ROBERTS

PATIENTS are being denied treatment for a range of conditions as health authorities face the fact that the NHS's founding principle of comprehensive cradle-to-grave care is no longer sustainable, a *Times* survey has found.

The first areas being cut — including *in vitro* fertilisation, cosmetic surgery, reversal of sterilisation and removal of tattoos — are lower priority treatments on the fringes of NHS provision. In most places, these are now available only privately. Managers say that discussions are continuing on other areas to cut and which "core" services to save.

The rationing of health care is set to dominate debate in the NHS over the next decade and beyond. In the past, it has been achieved through waiting lists but in the new market-style NHS, health authorities are taking explicit decisions about which treatments they will fund. Of 65 directors of public health contacted in England, more than a third of

the total, only ten said that their authorities now provided *in vitro* treatment. Only five carried out cosmetic surgery. Dental implants, homoeopathy, surgery for painless varicose veins and some types of mental health care are also not available in certain areas.

Age limits have been imposed for infertility treatment and are being considered for other services. More than three quarters of those contact-

ed said that the situation was likely to worsen and they expected to have to draw up explicit lists of unaffordable treatments.

Dr Sylvia Cyde, director for Birmingham North health authority, said: "I think we will eventually establish a broad-and-buttler health service that everyone must have available to them and certain things will be classed as a luxury."

Dr Paul Walker, director for Norwich authority, said: "In-

creasingly, there is a view that we should limit health care of the elderly, and I think there is a real problem there. It is an

agist policy, but I do see that putting new hip joints in a 90-

year-old is not a good investment."

The *Times* survey found rationing in these areas:

□ Enfield: No infertility treatment for women over 40.

Discussions continuing on ending provision of homoeopathy, cosmetic surgery and sex-change surgery. Plans for identifying clinical priorities.

□ Grimsby: No infertility treatment for women over 38.

□ Norwich: No *in vitro* fertilisation, reversal of sterilisation or tattoo removal.

□ Riverside (London): No cosmetic surgery or dental implants.

□ East Surrey: Devising system to rank patients on waiting lists from 0 to 9 to denote priority.

□ Oldham: cosmetic surgery only for psychological reasons.

□ Nottingham: a list drawn up of low priority procedures, including tattoo removal and sterilisation reversal.

□ Plymouth: No sex-change surgery.

□ Torbay: Some mental health treatment refused because of expense and uncertain results.

Eight authorities had carried out public consultation exercises in an attempt to determine public health-care priorities. More than a third had asked GPs for their views.

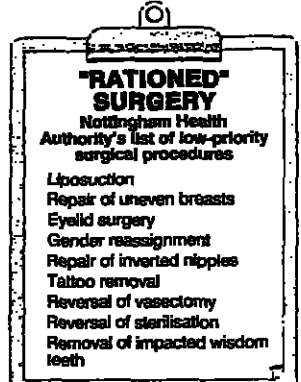
In the North East Thames region, rationing recommendations made 18 months ago are beginning to take effect in some districts. The City and Hackney health authority undertook a public survey and also invited proposals for priority spending from doctors and local authority officers.

Dr Bobbie Jacobson, the director of public health, evaluated over 200 bids for a slice of the extra £500,000 available to the health authority next year under new capitation funding. She allocated each with a rating based on assessment of local population needs and cost effectiveness.

"We are explicitly rationing in a range of ways," she said.

"We came up with a narrow-down list of priorities with coronary heart disease and strokes at the top. We also devoted a substantial amount to disease prevention and health promotion, but not so much to the acute services."

Dr Joyce Leeson, of North Manchester health authority, facing a 15 per cent cut in revenue next year, said that health-care rationing had become an urgent issue. "I think with an increasingly elderly community and more medical opportunities, and if money continues to be eroded, it will have to be put to the community that there is no way out except through rationing."



Doctors forced into tough choices

BY JEREMY LAURANCE, HEALTH SERVICES CORRESPONDENT

ONE and a half tons of human placentas a month are used to keep four-year-old Thomas Rothwell supplied with the drug he needs to keep him well. He suffers from Gaucher's disease, a rare condition which causes lethargy and painful joints and made his spleen swell to 68 times normal size.

But the drug Ceredase, whose active component is found in tiny quantities in the human placenta, costs up to £115,000 for the first six months, and up to £34,500 a year thereafter, for life.

When Ceredase obtains its product licence for use here, probably next summer, doctors and health managers will have to set its huge expense against other, cheaper treatments, that could help more patients. They may have to choose, for instance, between several dozen extra hip replacements and a normal childhood for Thomas.

Tough decisions of that kind are facing health services in all developed countries. Limited budgets will no longer

buy all that medical science can provide, or patients demand. As our survey shows, health authorities are already cutting back on the services they provide under the NHS.

Initially, directors of public health are paring the edges — cutting back on infertility treatment and cosmetic surgery. Most say that this is only the beginning, but few have ideas about how future decisions should be made.

Attempts to involve the public have failed. In Hackney, east London, only three people turned up to a public meeting to discuss the issue, despite advertising and the delivery of leaflets to 3,000 homes. In Oregon in the United States, where discussions on rationing are further advanced, debate has also been dominated by professionals.

Oregon has agreed to fund 587 items under the Medicaid scheme, the safety-net programme for the poor, selected according to a mixture of value-for-money calculations and intuitive judgments. Some rankings appear to be

based on moral judgments. A liver transplant for cirrhosis caused by alcohol is excluded, for example, but a liver transplant for cirrhosis with some other cause is included, even though the chances of success are lower.

Studies in Britain have also shown a strong preference for people who have cared for their own health to get priority over those who have not. A study in Bath found that kidney dialysis easily took preference over helping people to stop smoking, even though 80 times as many people could be helped for the same cost.

Doctors, traditionally opposed to counting the cost of what they do because they see their duty as providing the best care for each patient, voted for the first time to accept rationing as "an unfortunate fact of life" at the British Medical Association's annual conference in July, and demanded that a better way be found of doing it than by waiting lists. So far, there is little evidence of progress.



New image: pictures of Ms Pollard's brain, produced using old methods, and top, the 3D image of Mr Addinall's brain, created by the new technique

Computer hope for epileptics

BY NIGEL HAWKES, SCIENCE EDITOR

DOCTORS may be able to cure thousands of epilepsy patients by using a new technique that produces three-dimensional images of their brains.

Using magnetic resonance imaging and the latest computer methods of manipulating the pictures, doctors from the National Society for Epilepsy can now pinpoint abnormalities that can cause the condition, making accurate surgery possible. They believe that up to 20,000 of the 350,000 people in Britain who suffer from epilepsy could benefit from the new methods.

The society launched an appeal for £3 million yesterday to build a magnetic resonance unit dedicated to epilepsy treatment at its headquarters at Chalfont St Peter, Buckinghamshire. Dr Simon Shorvon, medical director, said that the method could identify abnormalities in the brain two millimetres across, pinpointing the causes of the disease in "many, perhaps most" of the sufferers.

One of those already helped by the method is Patrick Addinall, a principal trumpet with the BBC Philharmonic Orchestra. He started to suffer

from epilepsy at the age of 30 and the brain scans showed the cause to be a small tumour close to his left ear. "The scans meant that the surgeon could remove the tumour without damaging my hearing," he said. Since the operation in November last year, his condition has greatly improved and he has been able to continue with his profession.

Joanne Pollard, a self-employed printer from Leeds, had suffered epilepsy all her life and was having two to three fits a week before her operation. "Since the operation I have had no fits."



SIX MONTHS FREE COVER FROM SWINTON, WITH COMPREHENSIVE MOTOR INSURANCE.

If you'd like an insurance policy that gives you more, come to the place that deals with more motor insurance companies than any else.

Your first comprehensive motor insurance policy from Swinton will give you 6 months National Breakdown cover free of charge.

Day or night, nationwide breakdown assistance will be just a phone call away.

To find out more, talk to one of our thousands of motor insurance specialists and get a quote that's beyond comparison.

Simply phone or visit your nearest Swinton Insurance branch now, and you won't be left crying on a hard shoulder.



6 MONTHS COMPREHENSIVE NATIONAL BREAKDOWN COVER FREE WHEN YOU TAKE A YEAR'S COMPREHENSIVE CAR INSURANCE AT SWINTON. OFFER APPLIES TO NEW SWINTON CUSTOMERS ONLY. WHILE AGREEING TO MORE TALKS men's willingness to back it on National Power's studies. The insurance was due

Insurers blamed for high car premiums

BY TIM JONES

CAR insurance companies are constantly pushing up motor costs instead of taking simple steps to reduce them and must take much of the blame for soaring premiums, according to a report in the latest issue of *Which?*, the independent consumer guide.

The report says motorists should reject "outrageous" premiums and details the savings it made for four motorists by "putting in some legwork".

For one driver, aged 22, who lived in Watford, Hertfordshire, insurance quotes obtained by *Which?* for his Ford Escort XR3i ranged

from £1,096 (£100 accidental damage excess) from Wellington, to £3,682 (£350) from NIG Skandia. A couple from Milton Keynes, Buckinghamshire, who wanted their son of 21 included in the policy for their Rover 520SE, were quoted £398 by Zenith and £1,740 by NIG Skandia.

The highest quote for a disabled driver with 25 years of claim-free driving, for his Peugeot 309GLX 1.6, was £441 from White Rose and the lowest £160 from Direct Line. A London woman driver who had not claimed for 20 years was quoted £249 by Pegasus and £883 by White Rose.

Which? acknowledges that

spiralling car crime is partly to blame for big increases in premiums but says very few companies give motorists much incentive to protect themselves. Sue Leggate, editor of *Which?*, said: "Only one in six insurance companies offers a discount to drivers who fit their own security devices."

The report says companies could help to curb premiums by insisting that garages use parts made by independent manufacturers, which can be half the price of parts from the original manufacturer. "This would cut insurance premiums by as much as 15 per cent. Yet only one in seven

companies takes active steps to promote the use of independently made parts."

The report tells motorists not to believe that a broker or agent will always find the best deal as some offer products from only a few firms. Ms Leggate said: "It is a myth that brokers always come up with the cheapest prices."

□ *Which* also criticised British Rail and BT for allegedly failing to respond properly to complaints from customers. BR said the magazine's comments were negative and cynical and took no account of the passenger's charter. BT said the criticisms were out of date and unfair.

Police tighten grip with handcuff tests

BY STEWART TENDLER, CRIME CORRESPONDENT

A NEW American handcuff, which promises better control of violent prisoners and reduces the risk of injury, is being tested this week by police officers from 40 British forces. If they report favourably to their chief constables, Quik-Kuf could soon become standard equipment.

Designed by Dennis Elam, a former policeman and the head of a Kansas police training college, the equipment consists of a rigid plastic grip that is attached to the standard handcuffs used by forces round the world.

The grip allows pressure to be placed on the wrist nerve of a prisoner if he resists arrest or tries to struggle free when the second bracelet is being put on. The grip costs £3 in addition to the current £20 cost of standard handcuffs.

The design was tested in

territorial support group and a sub-committee of the Association of Chief Police Officers recommended that all forces should examine it for possible use. Police trainers in self-defence and public-order techniques are testing the Quik-Kuf this week on one-day courses held by Hertfordshire police, learning how to use the adapted handcuff.

Inspector Steve Kissane, in charge of public-order training in the county, said he thought Quik-Kuf would "bring about an increased confidence in officers in being successful in arresting violent individuals and reduce the risk of injury to the police and the prisoners".

He said the device was extremely efficient, allowing sudden pressure to be applied to wrist nerves to halt a struggling prisoner and would

Amphibians

by Billy Roche

'The best new play in The Pit for years'

'The acting matches the play immaculately' SUNDAY TIMES

'Billy Roche, the decade's brightest discovery' TIMES

The Pit

Barbican Box Office

071 638 8897

Extra performances

2, 3 Oct 7.15, 10.15

LONG VEHICLE



Driving on the wrong side of the road can be dangerous.

It seems an obvious thing to say, but that's exactly what overtaking is all about.

That's why the new Volvo 850 has been designed to make short work of even the longest vehicle.

To that end, shoehorned between the front wheels, you will find the world's first transverse, five cylinder, twenty valve engine.

It has a unique variable air inlet system.

Each cylinder is fitted with two air ducts rolled inside each other like a snail's shell, one long, one short.

When you put your foot down hard the shorter duct closes.

This causes the air in the longer duct to pulse in time with the valve openings.

The results are startling. 90% of maximum torque is delivered between 2000 and 6000 revs.

The 2.5 litre engine develops 170bhp, whisking the car from 50-70 in less than six seconds.



It will reach 134mph if you happen to find yourself on an autobahn.

(As the engineers at Porsche, who had a hand in its development, often do.)

But as well as taking on articulated lorries the 850 also charms snakes. Snakes in the road that is.

Because it comes equipped with a Delta-link suspension system.

The rear wheels are attached on trailing arms which are joined by linked struts and mounted on rubber bushes.

The links and bushes give additional flexibility.

This allows the lateral forces that are exerted on a car in a tight corner to actually turn the rear wheels in the

opposite direction to the front wheels.

We call it passive rear steer. It makes the car stable, responsive and a whole lot more fun to drive.

Which is why when What Car? compared it to a BMW, a Saab, a Vauxhall and an Audi it won hands down.

(If you don't believe us

more crumple zones is the last to get crumpled.)

And safety is never far from our minds.

Statistics show that one in four accidents are now side impacts.

To help protect you from that eventuality the 850 has SIPS. Volvo's revolutionary new reinforcement.

High strength steel beams are built into the roof, floor and central pillars, while bars run inside the front and rear seats.

In a nearside impact the far side pushes outwards.

This effectively moves the passengers away from the accident, creating a survival space. The force of the collision

is absorbed by metal, not people.

Tests have shown the system reduces the risk of chest injury by 50%.

There are also self-adjusting front seat belts which ensure a safe positioning regardless of the size of the occupant.

And in the back ordinary lap belts will not do; everyone who sits in the car gets a three point seat belt.

However, in an effort to render all these measures unnecessary, anti-lock brakes are fitted to all four wheels as standard.

If you would like to experience the 850 for yourself telephone 0800 400 430 and arrange a test drive.

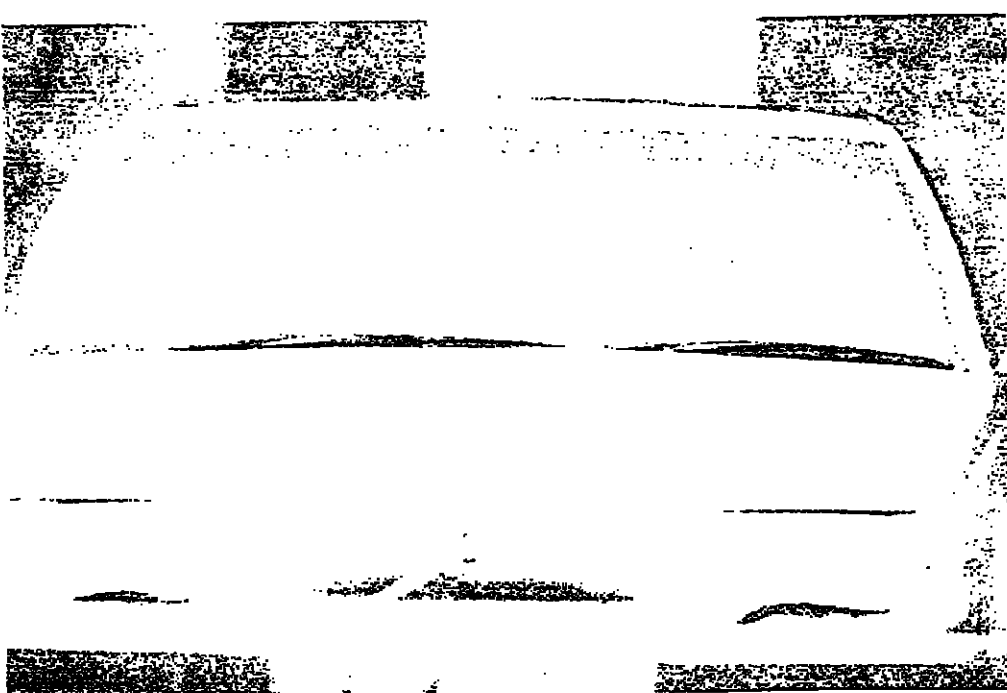
We may well persuade you to say so long to your present vehicle.



we'll be happy to send you a very complimentary issue.)

But do all these sporty innovations mean that Volvo's traditional values of safety and durability have been left in the 850's impressive slip stream?

Well, the engine is designed to run for 200,000 km without a visit to the scrap-heap. (Funny how the car with



**THE VOLVO 850.
IT DRIVES
LIKE IT'S ALIVE.**

VOLVO VOLVO 850 2.5 170bhp 200,000 km 1992. EXCL. VAT. EXCL. 10% NATIONAL DELIVERY CHARGE. EXCL. HIRE. ALL PRICES ARE CORRECT AT TIME OF GOING TO PRESS.

SO LONG VEHICLE

Block vote cut marks start of struggle

Labour curbs union power

By Philip Webster and Jill Sherman

LABOUR yesterday took the first step towards reducing the influence of the trade unions in its affairs when it agreed the first substantial cut in the union block vote for more than 70 years.

The union voting strength at Labour conferences was reduced from 87 per cent to 70 per cent. However, John Smith was given a clear warning by some union figures that they will fight any attempt to prevent them playing a substantial role in the party's decision-making.

Bill Morris, general secretary of the transport workers' union, and Rodney Bickerstaffe, general secretary of the National Union of Public Employees, said there could be no divorce nor separation between the two wings of the movement.

A party review group set up by John Smith is to come forward with proposals to modernise party-union links at next year's conference. Almost all the options under consideration would involve the effective ending of the block vote in its present form.

In return for giving up the block vote, the right of union leaders to cast hundreds of thousands of votes, senior union figures such as John Edmonds and Bill Jordan are pressing for systems which would still allow the unions to retain substantial voting strengths at the party conference.

Mr Smith committed him-

self to change during the Labour leadership election, which began with claims of a union "stitch-up" to support him.

Yesterday party leaders emphasised that there was no question of cutting the union link, but the national executive opposed a motion that could have been interpreted as preserving the new balance in voting, which gives the unions 70 per cent and the constitu-

ency parties 30 per cent. Mr Morris said: "A Labour party without its trade union links would be a party without its roots, a party without a cause, a party without a soul. We stand for change. But that change must build on our strengths, not demolish our foundations."

Larry Whitty, Labour's general secretary, declared himself to be an unrepentant defender of the continuation

and strengthening of trade union involvement in the party. Change was needed to modernise the link, he said, but what the party was not contemplating was a separation between itself and the trade unions.

However, Gavin Laird, general secretary of the Amalgamated Engineering and Electrical Union, said: "By the time of the next election the block vote in its present form will have disappeared."

The Labour leadership has done its best to avoid confrontation with the unions at this year's conference by throwing the question of union links into a six-month review.

However, the party's present financial difficulties have been brought about largely by dwindling trade union affiliation fees, which dropped by a third between 1979 and 1990. The fees, which represent about 60 per cent of the party's income, still bring in £4.3 million. The party needs the unions' money and cannot afford to sever links altogether.

Trade unionists are jostling for position in an attempt to influence the outcome of the review, which will be put to next year's conference. Behind the scenes, negotiations are concentrating on how links can be maintained even if the block vote is eventually scrapped. Options include effectively scrapping the block vote by allowing delegates to vote individually, or introducing associate or two-tier membership. The main objective seems to be to remove images of one hand holding up a card representing a thousand votes.

Neil Kinnock was determined to move swiftly on weakening trade union powers and wanted to put the one member, one vote system for parliamentary candidates to this year's conference.

John Smith, worried that this would not be accepted by conference this week, opted to throw the issue into the review melting pot.

HOW VOTING ADDS UP AT THIS YEAR'S LABOUR PARTY CONFERENCE

	Votes	%
Transport & General Workers' Union	1,075	18.4
General Municipal Workers and Boatmakers	720	14.3
National Union of Public Employees	530	9.6
Amalgamated Engineering Union	474	8.6
Union of Shop, Distributive & Allied Workers	332	6.0
Manufacturing Science Finance	304	5.5
Confederation of Health Service Employees	200	3.6
Union of Communication Workers	180	3.4
Rail, Maritime & Transport Union	120	2.2
Graphical, Paper & Media Union	117	2.1
Construction, Allied Trades and Technicians	114	2.1
National Communications Union	95	1.7
Electrical, Electronic, Telecommunications & Plumbing Union	71	1.3
Iron & Steel Trades Confederation	54	1.0
National Union of Mineworkers	50	0.9
Furniture & Allied Trades Union	50	0.9
Tailor & Garment Workers' Union	47	0.8
Transport Salaried Staffs' Association	31	0.6
Ceramic & Allied Union	28	0.5
Bakers' Union	28	0.5
National Communications Union (Clerical)	26	0.5
Furniture Timber Union	23	0.4
Others	74	1.3
Trade union total	4,822	87.2
Constituency parties	648	11.7
Socialist societies	63	1.1
Total	5,533	100.0

Party raises fees to pay off debt

By Jill Sherman, Political Correspondent

LABOUR party subscription fees are to go up to £1.8 as part of a series of measures to pay off the party's £2 million debt.

The decision, following a card vote, was opposed by several delegates who claimed that the higher rate would drive away potential supporters and hit lower earners, particularly women. Several of the larger trade unions abstained, partly due to concern about dwindling membership and because they felt it was a constituency party decision. However they did support the

MEMBERSHIP

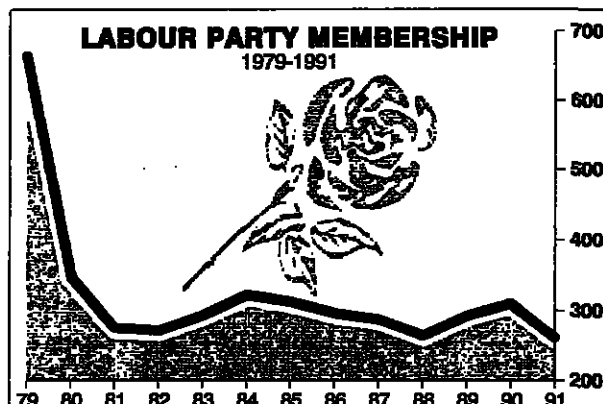
NECs decision to raise affiliation fees from £1.60 to £1.70. Membership, at 261,000, is now at its lowest post-war level, falling overall by 50,000 last year. The party is now nearly £2 million in debt, partly due to a 30 per cent reduction in trade union affiliation fees since 1979 and to the high costs of fighting a lengthy general election campaign. Delegates also criticised the

new computerised national membership system which only recruited 30,255 people in 1991 and has been beset with teething problems over transferring information from a local to national level.

William Peach, (Halesowen and Stourbridge) claimed that the national system was flawed because it ignored the "local factor". He called for responsibility for dealing with subscriptions and membership to be transferred to a local level.

Diana Jenda of the NEC admitted to problems but defended the nationalised system. "None of us can feel happy about a Labour party which on average has only 400 members per constituency, less than 2 per cent of Labour voters." She rejected calls for cuts in membership fees and said fees had to go up because of the crisis.

The NEC's two most recent recruits, Tony Blair and Gordon Brown, are now spearheading a drive for mass membership involving devolving recruitment organisation and lowering fees.



Blunkett hints at shift on health

By Arthur Leathley and Peter Victor

LABOUR yesterday turned its back on key elements of its general election campaign on the health service, prompting suggestions that the party is preparing for a significant policy shift.

David Blunkett, making his first conference speech as shadow health secretary, avoided reference to two central issues in Labour's campaign, the abolition of trust hospitals and a commitment to reducing alleged health service underfunding. The omissions were interpreted as a firm hint that the party will no longer pursue some of the topics on which it based its fight to win the general election.

Mr Blunkett told *The Times* last week that he would look at ways of adapting the trust hospital system, rather than embarking on "grandiose abolition". Yesterday he concentrated on the need to make trust hospitals more accountable and to reduce the level of spending on managers.

He said of the government's NHS reforms: "Where there should be care, we have competition. Where there should be service, we have the salesman's pitch, the internal market, the GP fundholder - a two-tier health service. Tens of thousands of people forced into the private sector by Tory policy."

Mr Blunkett released figures from a Labour survey which showed that waiting lists had increased by 130 people a day since the general election and had risen by almost 100,000 since the government began its health service review in 1988. "We created the NHS. We are fighting to protect it. We will recreate it in a new world."



Taking the lead: John Prescott looks after Offa, the guide dog for David Blunkett, the shadow health secretary, who is blind. *Diary, page 14*

Protagonists in PR debate battle for Smith's ear

With both sides scenting victory in the electoral reform review, John Smith's view is critical, Philip Webster writes

seats at the election. The leadership will again ask the conference to refrain from making a decision, battling it off to the Plant committee that has been engaged in a lengthy study of electoral systems for various bodies, although it has yet to turn its attention to the Commons.

The time for decision, however, is near and Mr Smith is likely to determine his own

attitude before Christmas. It will be critical to the outcome, because both sides appear to believe they are heading for victory.

The six most powerful figures in the Labour party are Mr Smith, Margaret Beckett, his deputy, Gordon Brown, Tony Blair, Robin Cook and Jack Cunningham. Labour insiders say the indi-

cations are that the senior would come down 4-2 against PR with Mr Cook and Mr Cunningham on the losing side.

However, those same insiders believe the signs are that the Plant committee is heading towards a recommendation to adopt a form of PR for Westminster elections.

Having just recommended in its second interim report that the additional member system be adopted for Labour's promised Scottish parliament, it appears increasingly likely that it will do the same for the Commons. The Plant committee will

not make a decision in ignorance of Mr Smith's view. Those on the committee who are less committed than the chief protagonists on either side will not want to land Mr Smith with a decision that he finds unpalatable.

Mr Smith, historically, has been cool on PR although during the leadership election he was careful to leave open the door. Mrs Beckett, a member of the Plant committee, is an avowed opponent, and Mr Brown is sceptical. Mr Blair has been counted among the opponents but there are indications that his view could shift.

NOBODY BEATS TEXAS PRICES!

THE B&Q PRICE IS OVER **£150**

FAIRDOWN HONEY PINE EFFECT BEDROOM

With "Antique Brass" effect handles. Comprising a double wardrobe.....£79.99
4 drawer chest.....£49.99
3 drawer chest.....£25.99

TOTAL PRICE **£155.97**

Just compare the furniture above. Both are made by the same manufacturer. Both are made to the same high quality of finish. In fact, the only major difference is the price tag. £155 against less than £100 for the Texas group - that's quite a difference. This is just one of the special offers which has made Texas famous, so take advantage of this special price right now!

LOWEST PRICE GUARANTEE

If you find the same goods you've purchased from Texas on sale cheaper elsewhere, we'll refund the difference.

FAIRDOWN HONEY PINE EFFECT

CAROLINE PINE EFFECT

ON SPECIAL OFFER AT TEXAS FOR UNDER **£100**

"SUNNINGHILL" PINE EFFECT BEDROOM

With "Antique Brass" effect handles. Comprising a double wardrobe.....£74.99
4 drawer chest.....£44.99
3 drawer chest.....£24.99

TOTAL PRICE **£144.97**
SPECIAL GROUP PRICE

£99.97

TODAY, FRIDAY & SATURDAY
OPEN UNTIL

8 PM

SUNDAY
OPEN UNTIL

6 PM

MONDAY & TUESDAY
OPEN UNTIL

8 PM

TEXAS

HOMEWARES & Linen Group Company

We always go one better.

TEL: 081-200 0200 FOR YOUR NEAREST TEXAS SUPERSTORE

Any product temporarily out of stock can be ordered. Most bulky purchases are sold in carry home packs for easy home assembly. Products and offers may vary in Northern Ireland. Smaller stores may not carry a full range and opening times may vary. B&Q plc prices checked on Wednesday 30th September 1992 at Luton Road, Dunstable. Texas prices apply at all stores.

John Smith

Beleaguered Mitterrand keeps critics guessing

FROM CHARLES BREMNER IN PARIS

AS A man facing a little adversity of his own, John Major might have commiserated yesterday during his Paris trip bleak predictions of his host in the Elysée Palace. So heavy are the troubles weighing on President Mitterrand that saving the treaty of Maastricht might seem like light relief.

Scan his week's agenda. It started on a windswept Breton island convalescing from his prostate operation while the opposition in Paris proclaimed him a politically dead duck and announced a parliamentary vote within two weeks that could sink the Socialist government led by Pierre Bérégovoy.

Back in Paris yesterday, frail and showing his 75 years, "Dieu", as the president is nicknamed, presided over the release of an austerity budget with little in it to charm voters who, by all accounts, are determined to annihilate his Socialists in the next parliamentary elections due in March at the latest.

Angry lorry drivers took to the roads again, blocking traffic on several motorways yesterday and promising more action if their demands are not met. Nurses and defence industry workers have promised to stop work next, followed by further insurrection by farmers on October 14.

The pundits have written epitaphs to the Mitterrand era before and the president, who served as a minister when Mr Major was in nursery school, has led a phoenix-like career. He still has 32 months to serve in his second seven-year term and he has said nothing about retiring. However, the uncertainty created by his prostate cancer has combined with the profound malaise to open the

succession. As *Le Canard Enchaîné*, the satirical weekly, proclaimed yesterday: "Ca sent la fin de règne" [It feels like the end of the reign]. The autumnal uncertainty is also stirring old fears about the stability of a country that has lived through four different forms of government since the 1930s.

The vision of crisis was invoked by Jacques Chirac, the leader of the neo-Gaullist RPR party, when he said last week that he would refuse to enter another "cohabitation" government under Mitterrand if his party comes out top in the general elections. Less than a quarter of voters still support the Socialists. M Chirac was rebuffed by Valéry Giscard d'Estaing, his eternal rival and leader of the centrist UDF grouping and yesterday the Gaullist chief said he had no intention of supporting the idea of a government strike or a "coup d'état".

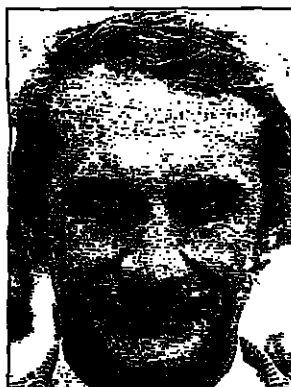
Such talk springs from the hybrid constitution of the Fifth Republic, tailored for Charles de Gaulle in the 1950s. This gives the president near absolute power but no machinery for resolving conflict with an opposing parliamentary majority other than calling fresh elections.

The prospect of snap elections has given the opposition cold feet. Badly split among themselves over the referendum, some opposition leaders sense that the Machiavellian Mitterrand may have laid them yet another trap. If they took power now, some say, they would inherit the blame for the country's malaise.

Yesterday, Gerard Longuet, the leader of the Republican Party, a member of the UDF grouping, called on the opposition to stand up and fight immediately because it had nothing to lose. "We have to be pitiless with the government," he said. With the budget, M Bérégovoy had effectively handed the opposition a grenade with the pin pulled out, he said.

Mitterrand holds the biggest trump card — his power over the calendar. He has often reflected about the handicap of old age and many suspect that he is planning to hand in the keys to the Elysée, but when it is least expected.

Major in Paris, page 1
Maastricht repair kit, page 14
Leading article, page 15



Longuet: telling the opposition to fight

Euro-Major image takes a beating

FROM GEORGE BROCK IN BRUSSELS

EIGHTEEN months ago, the mandarins of the Foreign Office sat down to rethink Britain's strategy and tactics in Europe. The diplomats asked themselves how the newly installed prime minister might win friends and influence people on the other side of the Channel.

The answer set the tone for John Major's "heart of Europe" policy which came so spectacularly unstuck last month. As during the Thatcher years, Britain is the target of a whispering campaign designed to make clear that the prime minister is being shouldered aside by France and Germany. We will help the beleaguered Brits, patronising French officials made clear before yesterday's meeting between Mr Major and President Mitterrand, but only providing he is not secretly hoping to derail the Maastricht treaty.

Mr Major's requests for rethinks of Europe's future, or merely for reform of the exchange-rate mechanism have found no echo: 11 other governments ask how Britain can find Europe's heart from outside the ERM. Even the Danish government, grateful for Britain's support when their voters rejected the treaty in June, gives Britain a wide berth. Officials in Copenhagen wonder out loud why Mr Major is being so dilatory in bringing the Maastricht bill back to the House of Commons.

As the Maastricht negotiations opened early last year, the Foreign Office advised Mr Major to be realistic about what he could stop or change in a

treaty already partially prepared, and to make friends with Germany and France. With more than half of British exports going to Western Europe, Britain could not opt out of the EC and could neither stop a monetary union nor easily live outside it. Mrs Thatcher's contempt for all things federal had killed off the tactical alliances Britain needed to succeed. Mr Major, Whitehall believed, should pursue the national interest under cover of easy-going Europeanism.

The trick appeared to work with Helmut Kohl. The German chancellor's relations with Mrs Thatcher had been a disaster. During her interventions he would rumble and chat to his neighbours. When Mr Major speaks, Herr Kohl listens and nods. Herr Kohl brokered the deal under which Britain opted out of the social chapter at Maastricht.

London and Paris forged interests in common but generated little public warmth. Plans to invite Roland Dumas, France's foreign minister, to Glyndebourne last year evaporated after a row over joint EC foreign policy. French policymakers cannot understand why British politicians do not share their wish to use the Community to tie down Germany. "We've tried very hard with the French," one British official said, "but they just don't want to play."

For the Continent's political classes, the rules of the ERM are not just about currency parities: they are Europe's defence against resurgent nationalism.



Swedish switch: Carl Bildt, the prime minister, and Ann Wibble, his chancellor, address reporters after cutting public spending and dropping interest rates from 40 to 24 per cent in the second austerity package in ten days

Relief after hour-long talks

Hurd tries to mend rift with Germany

FROM IAN MURRAY IN BONN

ANGLO-German relations have been going through "a rough patch" recently, Douglas Hurd admitted in Bonn yesterday after an hour spent trying to mend fences over Europe with Klaus Kinkel, his opposite number.

The foreign secretary looked relieved after the meeting, which went off relatively well considering the insults that have been exchanged between London and Bonn since the turmoil in the currency markets. Things had indeed been rough, Mr Hurd said, "but they have been much less rough than in the first year I was in this office". That was the period immediately after he was given the job by Margaret Thatcher when she was trying to slow the pace of German unification.

The meeting was arranged at short notice to clear the air between the two countries. Mr Hurd, using diplomatic language to describe how full and frank the discussion had been, said he had found Herr Kinkel "direct and constructive". Herr Kinkel said it was time to

stop "the peace and calm being destroyed by hysterical chatter, which creates its own problems".

Herr Kinkel said firmly that there was no question at all of a two-speed Europe. "Any talk of a special Franco-German way is false and absolutely inapplicable," he said. Mr Hurd agreed. "I have never had any evidence Bonn was pressing for a two-speed Europe," he said. "All our discussions have established the policy of Europe to proceed as twelve."

Both ministers said their governments were determined to see the Maastricht treaty ratified without any renegotiation. Herr Kinkel, however, showed for the first time that Germany was aware that there might now be no chance of that being done by the end of this year as planned. He wanted to see the agreed timetable followed, he said, "if possible". He appreciated, he added, the difficult status of the treaty in Britain after the currency crisis and the narrow French referendum vote.

FIVE WAYS TO GET MORE THAN YOU CAN AFFORD.

ONLY £869 + VAT

The Dell System™ 3255X
• 25MHz, Intel 386™ SX • 4Mb of RAM
• 80Mb hard disk • Microsoft® Windows™ 3.1
• MS-DOS® • Mouse • VGA colour monitor

ONLY £1049 + VAT

The Dell System 486P/25
• 25MHz, Intel 486SX • 4Mb of RAM
• 120Mb hard disk • Microsoft Windows 3.1
• MS-DOS • Mouse • VGA colour monitor

ONLY £1799 + VAT

The Dell System 486D/66
• 66MHz, Intel 486™ DX2 • 8Mb of RAM
• 170Mb hard disk • Microsoft Windows 3.1
• MS-DOS • Mouse • 15" Super VGA colour monitor

ONLY £1599 + VAT

The Dell System 486D/25
• 25MHz, Intel 486SX • 4Mb of RAM
• 170Mb hard disk • Microsoft Windows 3.1
• MS-DOS • Mouse • 15" Super VGA colour monitor
PLUS: Quattro® Pro For Windows

ONLY £1749 + VAT

The Dell System 486P/33
• 33MHz, Intel 486DX • 4Mb of RAM
• 170Mb hard disk • Microsoft Windows 3.1
• MS-DOS • Mouse • VGA colour monitor
PLUS: HP LaserJet™ 11P plus Printer

These days it makes sense to live within your means.

Which, if you are on a tight budget, means buying a cheap computer with a limited configuration.

Or does it? Why settle for a cheap computer when you can now afford to buy one of five, high quality Dell PCs at prices that are so competitive, you won't need to compromise.

Reliable, award-winning computers with the power and configurations to maximise your productivity, both today and in the future.

PCs incorporating industry leading

pre-loaded software and additional hardware.

With Dell, you also have the guarantee of legendary customer service and support.

And it's reassuring to know that you will be dealing with a healthy \$1 billion company with the commitment and structure to keep you at the leading edge of technology.

Your only slight worry will be one of timing. These special offers are only available until 31st October 1992.

Can you afford not to call the Dell Promotions Team today on 0344 720220?

THE DELL CUSTOMER SATISFACTION CHARTER

A total commitment to your satisfaction (we've won awards to prove it)	Free comprehensive one year on-site warranty covering parts and labour	Free technical support every system (simply put, we'll understand)	Free technical support hotline (90% of problems solved in under 5 mins)	30 day money back guarantee (for whatever reason you're not satisfied. Software excluded)	Choice of applications software (pre-loaded at no extra cost)
--	--	--	---	---	---

DELL
Call the Dell Promotions Team on
0344 720220
For Public Sector enquiries call
0344 720202
IT'S BEST TO BE DIRECT.

Shop at Sainsbury's and save 30% on British Airways flights abroad.



Pack your bags at
Sainsbury's, Savacentre or Homebase.



Unpack them in
Paris, Hong Kong or Sydney.

Do your shopping at Sainsbury's supermarkets, Savacentre or Homebase and you could end up shopping in Paris, Hong Kong or Sydney.

(Or, for that matter, any other British Airways destination abroad.)

All you have to do is hang on to your receipts.

If you save enough you'll qualify for

30% off British Airways flights* abroad.

The more you spend, the more exotic the locations become.

And, best of all, one set of receipts entitles up to four people to the same reductions.

See the leaflets in our stores for full details.

And you could go straight from the check-out to the check-in. **SAINSBURY'S**

See us at the National Travel Centre

Balkans
agree
host
in per

NEWS IN BRIEF
Moscow sees
new conflict
over Islam

long prison

Serbo-balkan

Rest for poli

Ampt seized

Offer to quit

Russians

Balkan rivals agree to end hostilities in peninsula

FROM REUTERS IN GENEVA

LEADERS of Croatia and the rump state of Yugoslavia agreed to end military confrontation on a strategic Adriatic peninsula yesterday at the Geneva peace conference.

A spokesman for the month-old talks said the accord "appears to have been nailed down" at a meeting between Franjo Tudjman and Dobrica Cosic, presidents of the two Balkan states. Diplomats said the agreement, whose details were not immediately released, was a symbolic breakthrough through which could provide a pattern for other moves aimed at bringing peace to the region.

The accord is understood to provide for the withdrawal of forces of the Yugoslav army, the JNA, from the Prevlaka peninsula which lies in Croatia and from which the Croatian army of Dubrovnik can be hit. Douglas Hurd, the foreign secretary, said the agreement would mark a move towards overall peace achieved through a "step-by-step" process pursued by the international mediators Cyrus Vance and Lord Owen.

Mr Vance and Lord Owen, co-chairmen for the United Nations and the European Community of the month-old conference on former Yugoslavia, brought Mr Tudjman and Mr Cosic to Geneva for the meeting after separate talks with them over the past two weeks. They emerged smiling with the two presidents after two hours of discussion, largely devoted to the issue of Prevlaka, from where the JNA attacked Dubrovnik last year and earlier this year.

Diplomatic sources say the mediators aim for the creation of several demilitarised areas, starting with the Bosnian capital, Sarajevo, through local "cessation of hostilities" accords, a term they prefer to "ceasefire". Bosnia's Muslim-led government appears to be moving towards accepting this course but the Serbs, who control most of the republic, say they want a ceasefire before any substantive negotiations can begin.

Radovan Karadzic, leader of the Bosnian Serbs, who have kept Sarajevo under siege since April, himself met Mr Vance late on Tuesday and again on yesterday, apparently to discuss exactly what demilitarisation would mean. Alija Izetbegovic, the Bosnian president, who had talks with the mediators on Tuesday, said later he accepted that under such a plan his government's forces would also pull back in the capital and be replaced by UN troops.

● **Panic returns:** Milan Panic, the Yugoslav prime minister returned to Belgrade yesterday after what he described as a successful trip to plead Yugoslavia's case at the United Nations and in Washington.

He said Yugoslavia had not been expelled from the UN but only stripped of its seat in the general assembly. Foreign ministers of all five permanent security council members backed his peace initiatives and the door was left open for rump Yugoslavia to re-enter the world community.

Border challenge, page 18
Marrack Golding, page 14



Cash at hand: a woman in Vilnius showing her new Lithuanian banknotes as the country abandons the ruble in favour of its own currency, the litas. The Russian army is proving harder to get rid of, however. Yesterday, soldiers in Kaunas barricaded themselves in their base against Lithuanian troops who were sent to eject them.

NEWS IN BRIEF

Moscow sees new conflict over Islam
Moscow: The former commander of the Soviet military said yesterday that North-South conflict, inflamed by a resurgence of Islam in Central Asia, could replace superpower rivalry.

Marshal Yevgeni Shaposhnikov told the military newspaper, *Krasnaya Zvezda*, that strengthening the security of the Commonwealth of Independent States was the best counterbalance to the tensions released by the collapse of the Soviet Union. (Reuters)

Deng praised

Peking: China's media paid tribute to Deng Xiaoping, the country's elder statesman, as part of a propaganda campaign to ensure support for Mr Deng's reforms when the Communist party congress meets this month.

Suharto backed

Jakarta: President Suharto of Indonesia has received the blessing of Try Sutrisno, the armed forces chief, virtually assuring his re-election as president, an office he has held since 1965. (Reuters)

Ready for poll

Kuwait City: Nominations closed for Monday's election, the first since the Gulf crisis forced the al-Sabah family to return Kuwait to a semblance of democracy. The parliament was dissolved in 1986.

Airport seized

Moscow: Russian troops seized control of the airport in Dushanbe, the capital of Tajikistan, and shooting was reported around the city, army reports said. (Reuters)

Offer to quit

Kiev: Vitold Fokin, Ukraine's prime minister, a former communist widely blamed for delays in market reforms, offered to resign. (Reuters)

Russians sceptical at huge state sell-off

RUSSIA launches the most ambitious privatisation scheme ever today, with people curious about the process of participatory capitalism, if unconvinced that it will add much to their prosperity.

The first 1.7 million vouchers will be distributed today at savings banks. Evening television programmes have been explaining how the vouchers can be used to buy into factories placed in an investment fund, or sold at allotted exchange points.

The nominal value of each voucher is 10,000 rubles (£22) but the government is hoping that people will be cautious enough with their new-found share in the country's assets not to sell straight away and cause the face-value to drop. "Divest yourself of this free gift of property ownership and you will regret it at leisure," Pavel Zhikharev, who heads the Russian savings bank in charge of the sell-off, told *Pravda* readers yesterday.

In some areas of Moscow yesterday, people were already

Curiosity mixed with mistrust has greeted moves to privatise state enterprises through the distribution of vouchers, Anne McElvoy writes from Moscow

offering to buy the new vouchers at three times their face value. But many workers remain sceptical about the scheme in a country where it is an unspoken axiom that if the state is giving it away, it can't be worth having.

"It's just another play by the government," said one housewife to vigorous nods of approval from fellow shoppers. Most of the women had no idea what they would do about the vouchers other than asking their husbands for advice. Natasha Grushin said she would invest in the department store where she worked, adding: "Maybe if we all do that our jobs will be safe."

Older people are even more confused about what is happening, and make easy targets for criminals who are already

said to have approached the elderly offering low prices and threatening them if they refuse to sell. The scheme may well, as the government hopes, produce an aspiring middle class prepared to back modest reforms, and increase public awareness of the mechanisms of capitalism, but it opens another opportunity to the new Russia's unscrupulous.

Critics fear that the sell-off will enable sharks to grab lucrative businesses leaving ordinary people stuck with the worst of obsolete Soviet industry. In a recent survey, half the Muscovites asked thought that privatisation was simply another way for the government to deceive the people.

Like many other elderly people, Boris Vasilyev, an 84-year-old war veteran, said he

would give his voucher to his children. "I am too old to understand the whole business and I'd much rather the government had given me a new pair of shoes," he said.

The voucher offer applies to a third of state enterprises. Thanks to bureaucratic shortcomings there is no final list of companies for sale. President Yeltsin's team is under pressure from critics such as Aleksandr Rutskoi, the vice president, and Arkadi Volsky, the head of the Industrialists' Union who has suggested that the government could be challenged as early as next week.

Mr Rutskoi has softened his attacks on Yegor Gaidar, the acting prime minister and a supporter of privatisation, apparently in return for an agreement that the cabinet will soon be reshuffled. Mr Yeltsin will face the wrath of the largely conservative parliament next Tuesday when he defends his government's economic record.

Azerbaijan business, page 23

Europe exposes chink in steely Kohl's armour

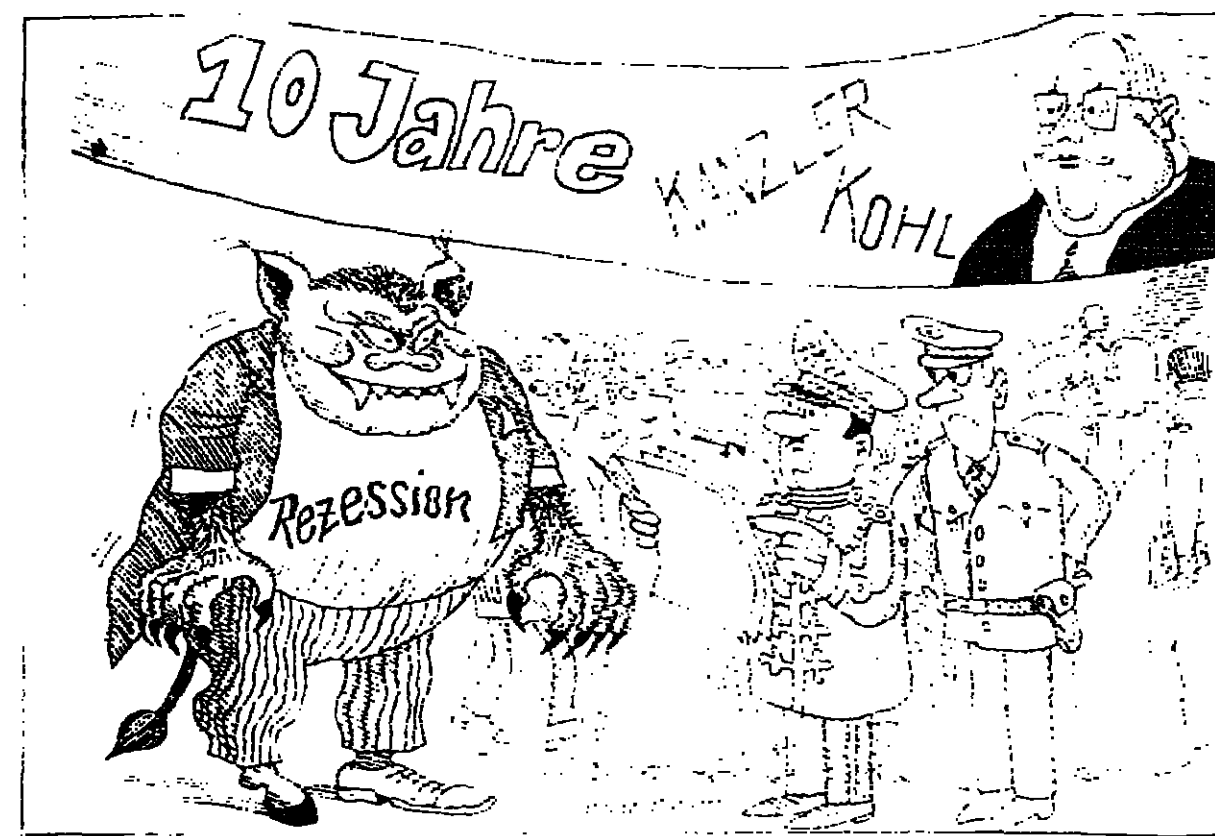
FROM IAN MURRAY IN BONN

EXACTLY a decade ago *The Times* told readers that a "colourless man from the sticks" had just become chancellor of Germany. Ten years and many rude comments later, Helmut Kohl is still very much in office, the most successful modern chancellor since Adenauer and yet the most disliked.

Two years ago he was almost adored as "the chancellor of unity". But a Wicket poll taken on the eve of his tenth anniversary shows that 64.7 per cent now want somebody else to run the country. With signs of recession looming, neo-Nazi thugs alarming domestic as well as world opinion and his dream of European union in danger of being shattered by British Euro-sceptics, "Kohl is in a hole" as one headline put it.

The past ten years have shown, however, that he is never more dangerous and resourceful than when in trouble. Written off by far more sophisticated politicians as a bumbling bumpkin before he came to power, ever since he has outmanoeuvred the opposition and ruthlessly destroyed any challenge to his authority from within his Christian Democrat Union.

Such a record makes Herr Kohl sound a thoroughly unpleasant man. That judgment would be grossly unfair, however, on someone who is motivated by a God-fearing



"Are you on the guest list?" — *Kölner Stadtanzeiger*

love of country and who has served the cause of democracy so well. He is a loyal friend, a fond father, a committed Roman Catholic and a patriot, who believes that his country must bind itself into Europe to ensure that nationalism stands no chance.

Close friends — few of them politicians — speak of

him as a warm, homely person. His inner circle includes the priest who has been in charge of his local church in Ludwigshafen for the past 30 years. Although he voted for Berlin to become united Germany's capital, he prefers to live in the Palatinate, enjoying its stolid cuisine and its wines.

A big, ungainly man, he is famous for his huge appetite and routinely ridiculed when he goes on his annual slimming holiday. His oratory is heavy and mumbled in his thick Rhineland accent. He has been guilty of appalling diplomatic gaffes. He made few political friends as he rose to the top of his party.

He has always preferred to rely on his close kitchen cabinet, many of whom he brought with him from the Palatinate to Bonn, rather than on politicians who might prove rivals.

He does not suffer fools gladly and once publicly upbraided a senior official for failing to fetch the right

statistics quickly enough. Because he will countenance no rival at the top, he has destroyed the career of anyone he believes to be a potential challenger.

The latest victim is Wolfgang Schäuble, the crippled Christian Democrat floor leader and once his preferred successor. Herr Schäuble fell from grace last month for talking about a grand coalition with the opposition. Last week, the chancellor shocked a Christian Democrat meeting when he walked into the room, callously saying: "Don't bother to get up. Wolfgang" as his former favourite sat red-faced with embarrassment in his wheelchair.

The chancellor's ruthless way of retaining control has left a vacuum at the top of his party, however. Not only has he to take the sole blame when things go wrong, but he also has few competent possible successors. After what befell Herr Schäuble, nobody inside the CDU is likely to challenge him before the next election in two years' time when he will be trying for a record fourth victory.

The chancellor's preoccupation with Europe at a time when his fellow countrymen think he ought to be concentrating more on domestic issues underlies his falling popularity. Like other European leaders before him, including Baroness Thatcher, his seemingly impregnable position after ten years in power is being undermined by the European issue.

Tax rumours start run on Italy banks

FROM JOHN PHILLIPS IN ROME

THE lira plunged on foreign exchange markets yesterday as savers rushed to withdraw their money from banks amid speculation that the Italian government was planning to tax deposit accounts.

Giuliano Amato, the prime minister, vigorously denied the rumours as his cabinet prepared to meet last night to approve a revised budget for 1993 to try to curb the runaway public spending deficit and meet the Maastricht convergence targets. But the denial was insufficient to prevent a further slide of the Italian currency to 878 lire to the mark on the Milan foreign exchange compared with 844.75 the previous day. Long queues formed outside banks

as small savers, recalling a one-off tax on current accounts introduced during an emergency budget earlier this year, decided to hide their money under their mattresses or take out bank drafts.

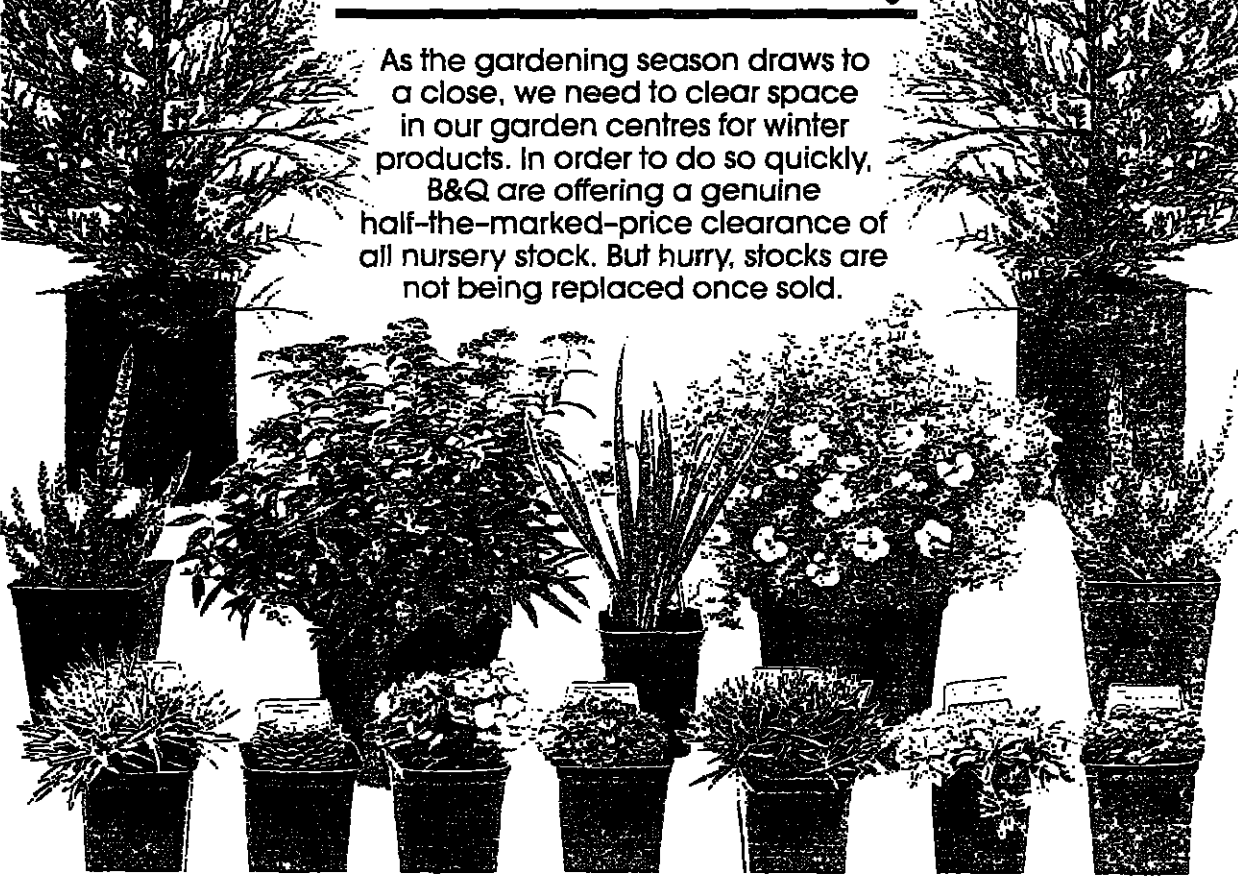
There were chaotic scenes in parliament as members of the senate and the chamber of deputies scrambled to take their hard-earned savings out of the special bank branch they use in the parliament building. Signor Amato said "savings will not be touched. The race by Italians to take their money out of the banks is unjustified."

However, nervousness about further austerity measures was heightened by the disclosure that the four-party government coalition has had to revise its estimate of the 1993 budget deficit from 140 trillion lire (£66 billion) to 150 trillion lire (£71 billion) to take into account the impact of higher interest rates. Government economists also have revised their estimate of the inflation rate for next year, now expected to run at 4.5 per cent per annum compared with the previous target of 3.5 per cent. That revision was to take into account the 7 per cent devaluation of the lira on September 13.

Trade union opposition to the austerity package intensified with the leftist CGIL federation announcing that it would invite the other two trade federations — CSIL and UIL — to join a general strike. Doctors in state-run health clinics said they would strike on October 16 to protest against deep cuts in health spending envisaged under the budget plan.

There have also been rumblings from the Christian Democrats, the major coalition party, condemning what many of their MPs see as a "liquidation of the welfare state".

END OF SEASON CLEARANCE HALF PRICE NURSERY STOCK AT B&Q



As the gardening season draws to a close, we need to clear space in our garden centres for winter products. In order to do so quickly, B&Q are offering a genuine half-the-marked-price clearance of all nursery stock. But hurry, stocks are not being replaced once sold.

HERE ARE SOME EXAMPLES. MANY MORE IN STORE

Leylandii Hedging
Conifers in 3 litre pots
FROM

£1.89
WAS £3.79

Shrubs
(e.g. Traffic Light Plant in 1 litre pot)
FROM

£1.74
WAS £3.49

9cm Heathers
FROM

49p
WAS 99p

7cm Alpines
FROM

49p
WAS 99p

HURRY WHILE STOCKS LAST!



OPEN MON-SAT - 8AM-8PM
Most stores open Sunday 9am-6pm
RING 081-466 4166
FOR YOUR NEAREST STORE

Bush call for Sunday debates throws Clinton on defensive

FROM MARTIN FLETCHER
IN WASHINGTON

PRESIDENT Bush appeared to have knocked Bill Clinton off balance for the first time yesterday, by challenging the Democratic presidential candidate to debates on each of the four Sunday evenings immediately before the election.

As Mr Clinton struggled to explain his reluctance to accept, Mr Bush said on breakfast television: "Let's get going — less rhetoric, less posturing — and do what the American people want. It's a crime we're not having debates." Mr Bush also extended the challenge to Ross Perot, who is likely to announce today whether he is re-entering the race, and the Texas billionaire said he would accept.

Mr Bush had hitherto been the one refusing to debate, apparently reluctant to confer equal status on his opponent. However, weeks of aggressive campaigning have failed to



erode Mr Clinton's double-digit lead, and the president's volte face on Tuesday night was widely seen as an attempt to shake up the election before it was too late.

For the same reason the Bush camp has begun speaking less fearfully of a renewed Perot candidature, while Mr Clinton said yesterday that Mr Perot "could give the election to Bush if those who want change are equally divided".

Mr Bush's challenge was also viewed as an admission that he had been hurt by his

previous refusal to debate. Mr Clinton had accused Mr Bush repeatedly of cowardice.

If the four debates take place, they will utterly dominate the remainder of the election. They would keep the race open until the final hours. The last debate would take place two days before polling day when a single gaffe or stunning one-liner could still turn the whole election.

Given his comfortable lead, Mr Clinton's reluctance to accept such a challenge is understandable, but he had to resort yesterday to technical arguments for refusing that are unlikely to cut much ice with the public. He insisted that he was ready to debate, but only — in accordance with the plans of the bipartisan Commission on Presidential Debates — for two encounters: one this Sunday and the other on October 15, both chaired by single moderators. Mr Bush had proposed that two debates should have a panel of questioners.

Mr Clinton also pointed out that the dates proposed by Mr Bush coincided with the World Series baseball games. He offered to negotiate, but only through the commission.

Fred Malek, Mr Bush's national campaign manager, accused the Democrats of "silly hickering" and said he was amazed at Mr Clinton's "waffling".

Mr Perot said his volunteers would finish their canvassing by today and tell him what they wanted him to do. But several American newspapers suggested yesterday that Mr Perot's volunteer grass-roots movement was anything but that. Articles pointed out that Mr Perot had spent \$7 million (£4 million) since his withdrawal in July to sustain that movement, and that several of his "volunteer" state co-ordinators were paid by Perot headquarters. Only supporters who had remained loyal to Mr Perot had been canvassed this week, meaning that the result of the exercise was almost a foregone conclusion.



Hand drill: Bill Clinton reaches out to the crowd in Louisville, Kentucky, where he addressed his supporters.

White House under attack for foreign policy blunders

Democrats portray president as friend of tyrants

AS BILL Clinton and Al Gore sharpened their assault yesterday on George Bush's foreign policy record, Republican congressmen angrily accused the Democrats of trying to rewrite history and dismissed claims that the president's strategy of befriending Saddam Hussein before the invasion of Kuwait led directly to the Gulf war.

Responding to accusations by the Democrat pair that the president's approach to foreign affairs involved cuddling up to tyrants, the Republicans claimed that the Democrats were only trying to conceal their opposition to the Gulf war and to deflect public attention away from Governor Clinton's inexperience in the diplomatic field.

The Democrat savaging of the president's handling of the Gulf: emirate, which started with a frontal assault by Senator Gore on Tuesday,

remained unanswered by Mr Bush, who clearly intends to avoid being drawn into a position where he has to respond to questions about why the White House helped finance Saddam's rearming after the war with Iran and ignored warnings from the CIA and other American agencies of Baghdad's bellicose intentions in the region.

In a clear effort to tarnish what the White House considers to be President Bush's strongest political card in the election, Senator Gore sustained his attacks on the Bush administration's foreign record and continued to accuse the president of "poor judgment, moral blindness and bungling policies" in the Middle East which led to a war that "should never have taken place." Speaking late on Tuesday night on television, the Tennessee senator said Mr Bush must accept full respon-

Democrats are trying to tarnish Bush's strongest political card, Jamie DeMetrie writes

sibility for President Saddam being allowed to build up his arsenal after the Iran-Iraq war.

He said that despite reports from various intelligence agencies that Iraq was co-operating with terrorists and working hard at developing nuclear, chemical and biological weapons capabilities, President Bush had pressed for loan guarantees and high-tech exports to Iraq.

Mr Gore argued that President Bush had been naive to believe that Iraq could be dissuaded from following its

aggressive anti-Western policy, and that the administration had ignored the role played in the Kuwaiti crisis by the Iraqi army's illegal arms deal with the Chernobyl nuclear power plant, which was used to smuggle weapons into the region.

While his remarks were aimed at the administration's handling of the Gulf war, Mr Clinton's attack was also directed at the White House's handling of the Iran-Iraq war. He accused the administration of "waffling" and "failing to stand up to the aggressor" and of "allowing the aggressor to build up his arsenal after the Iran-Iraq war." He also accused the administration of "allowing the aggressor to build up his arsenal after the Iran-Iraq war."

Brief encounters seal fate of candidates

BY MARTIN FLETCHER

THERE have been 12 televised presidential debates since John Kennedy first clashed with Richard Nixon on September 26, 1960. Their impact on the subsequent elections has been so great that this year's sparring between President Bush and Governor Clinton over the timing and format of their confrontations is entirely understandable.

The debates have become the pivotal events of the modern campaign. They provide tens of millions of Americans with their only first-hand impression of the candidates.

As a participant in the first debate, Mr Nixon, leading in the polls, suffered the misfortune of underestimating its

importance. "Tricky Dicky" turned up in a crumpled suit, looked shifty and wore too little make-up. Kennedy aides were said to have had the heating turned up so that Mr Nixon sweated profusely. Mr Kennedy looked tanned, cool and elegant and won after three more debates.

There were no debates during the elections of 1964, 1968 and 1972, but President Ford agreed to three meetings with Jimmy Carter in 1976 because he was trailing badly. The sole 1980 debate between President Carter and Ronald Reagan enabled Mr Reagan to demonstrate that he was not the right-wing extremist his opponent was suggesting.



We've just launched a new idea in global corporations.

A hundred and thirty years ago, ITOCHU founded a company that has become the largest most innovative trading conglomerate. Now, with a full of customers, offices in over 50 countries, and five trillion yen in assets, it's time for a change.

The new ITOCHU is redefining the name. We're also redefining our future. We're expanding our range of services to include a full range of international trade, investment, and financial services. We're also expanding our range of services to include a full range of international trade, investment, and financial services.

Our new style will be to meet the challenges of the 21st century. We're a global-minded organization that values the flexibility and curiosity of the individual to stress that harmony and coexistence are essential to the future of the human race.

Remember the name, ITOCHU. In the 21st Century it will be on every continent.

ITOCHU

ITOCHU Corporation

Committed to the global world.

Judge Ciskei and A Bisho

Renamo holds out on peace

Delhi tries riotous

Judge blames Ciskei forces and ANC for Bisho deaths

FROM MICHAEL HAMLYN IN PRETORIA

A CALL for the Ciskei authorities to prosecute those responsible for the Bisho massacre was made public yesterday by Mr Justice Goldstone in a report on the killings submitted to President de Klerk.

The report by Judge Goldstone's commission of enquiry "regarding the prevention of public violence and intimidation" is a trenchant and scathing indictment of the Ciskei armed forces for the "disproportionate and deliberate" use of guns and grenades against demonstrators protesting at the lack of political freedom in the so-called independent black homeland.

The report also criticises the African National Congress for allowing Ronnie Kasrils, the communist intelligence chief of the ANC armed wing, Umkhonto we Sizwe, to lead demonstrators through a gap in the fence outside Bisho stadium towards the Ciskei troops. Judge Goldstone and his three fellow commissioners call on the ANC and its allies publicly to censure Mr Kasrils and others responsible for the decision "knowingly or negligently to expose them to the danger of death and injury".

The report reserves its stron-

gest possible condemnation for the behaviour of the Ciskei forces. "The manner in which the Ciskei forces fired at the demonstrators can only be condemned in the strongest terms," it says. "Anyone who has watched the videos of the shooting will have experienced a feeling of disbelief that the shooting could have continued for what appeared to be an interminable time."

The commissioners note that the soldiers continued to fire at the demonstrators who broke through the fence, even though they had turned to run back, "until the last of them disappeared from sight".

They say that, even if the Ciskei commander or his men honestly believed they were under attack, even if they believed the crowd was intent on overrunning them and continuing to the Ciskei capital, even if they believed one of their number had been shot by a demonstrator, even then, "their indiscriminate and prolonged shooting at innocent demonstrators was morally and legally indefensible and is deserving of the strongest censure".

On the question of the Ciskei soldier who died, the report concludes that "the high probability is... that he was shot by one of his fellow soldiers." Forensic science evidence showed that the soldier was hit on the left side of the back of his head by a bullet typical of that fired from an R4 rifle (the standard equipment of the Ciskei defence force).

The report calls for an immediate enquiry into the training and discipline of the Ciskei armed forces with the results made public, and with the intention of ensuring that "a recurrence of the undisciplined, unprofessional and wholly unacceptable conduct of which they were guilty... cannot recur".

Calling on the Ciskei attorney-general to investigate criminal charges against any person responsible for death or injury in the vicinity of the stadium on September 7, the judge said that the guilt or innocence of the soldiers, or the liability of the Ciskei authorities to compensate the victims or their families, should properly be determined by a court of law. Failing the launch of such proceedings, "this question will have to be reconsidered by the commission".

The ANC and its allies are further criticised in the report. While the right to hold mass demonstrations to make a political point is strongly defended by the commissioners, they add that it is unacceptable when the demonstrators take over public buildings or occupy an area of a town and create semi-permanent disruption as a means of coercing political change.

Leading article, page 15

Renamo holds out on peace

FROM JAN RAATH IN MAPUTO

AFONSO Dhlakama, leader of Mozambique's Renamo movement, promised yesterday that he would be in Rome for today's signing of the ceasefire agreement to end 16 years of civil war, although whether he will sign remains in doubt.

Manfredi di Camerana, the Italian ambassador here, said he had been telephoned by Mr Dhlakama and told he would be leaving his base at Maringue in central Mozambique and flying to Rome. But he would not be going to sign a ceasefire. He wanted "more dialogue and negotiations".

Mr Dhlakama's vacillation has thrown Maputo into a frenzy of uncertainty. An announcement in Rome on Monday night said he would come to Rome only to sign an agreement; therefore the signing would have to be delayed.

Radio Mozambique broadcast an interview with him yesterday in which he said that unless issues relating to the assembly of guerrillas under United Nations supervision and other security problems were discussed, "there is no peace". Signor di Camerana, however, said he believed these issues could be settled in Rome today.

Delhi tries to curb riotous assembly

FROM CHRISTOPHER THOMAS IN DELHI

HOOTING and howling are to be banned in the Indian parliament, whose MPs hoot and howl a great deal. Throwing paper balls, hissing, shouting slogans and playing cassette tapes will also be outlawed. Carrying guns, a status symbol, will not be tolerated. The place will lose its charm.

New draft rules of con-



duct for MPs. If they were ever observed, would leave the Lok Sabha (lower house) and the Rajya Sabha (upper house) much diminished. Both are anarchic, noisy, ill-disciplined, unpredictable and entertaining from the safety of the public galleries.

India's headline writers jealously guard one of their

ous", for describing parliamentary sessions. The word does not fully do the occasions justice, but perhaps riotous would be going too far. Even the pedantic wording of an all-party discussion paper, entitled *Discipline and Decorum in the Parliament and State Legislatures*, reveals something of the substantial measure of bad behaviour. Under the sub-heading, *Types and causes of disorder*, it observes that, apart from hooting and howling, members make "parallel speeches and similar sorts of activities".

The document, containing proposals for a new code of conduct, says that MPs should not read books and newspapers in the chamber. That is not a common problem because rarely are there any members in either house, save for those immediately involved in the business at hand. There is commonly not even a quorum, but that is usually overlooked.

The proposed rules also say that MPs should not place hats on the desk nor carry walking sticks, unless they need them to stay upright. However, nobody seriously believes that such rules will be observed

Silence follows fireworks greeting Collor's fall



Fallen: Collor leaves after his impeachment

A STONY silence fell over this futuristic capital yesterday as President Collor de Mello of Brazil faced what are likely to be his final moments in power.

The fireworks are over and the crowds that roared for his removal have dispersed. The congress, where legislators voted overwhelmingly in a raucous session on Tuesday to remove Senhor Collor from office, settled back into almost a workday routine.

An unknowing visitor might never imagine that just hours before, history was made here. Ever since Europeans reached Brazil in 1500, its leaders have been repeatedly yanked rudely from power, generally by coups. For once, a leader has fallen in accordance with the rule of law, and without bloodshed or social convulsion.

But behind the tranquil facade, Brasilia was grasping for a way to get through one of its most difficult moments. Tomorrow, Itamar Franco, the vice-president, is expected to take the oath of office and take over from Senhor Collor, who was deposed on Tuesday by 441 votes to 38 on the ground that he participated in a scheme of corruption engineered by his closest associates.

Senhor Collor, suspended

Mac Margolis writes from Brasilia on the task facing the new president

from office for the next 180 days, now must face an impeachment trial in the senate and possibly criminal charges as well. Few Brazilians predict that he will go to jail, but he must defend himself against charges that he condoned and even profited from Brazil's largest corruption scandal in memory.

Senhor Franco faces the daunting task of reviving the credibility of a government that has collapsed in disgrace. The economy, deep in recession and afflicted by 25 per cent monthly inflation, is virtually paralysed. The Brazilian people, who poured into the streets to get rid of Senhor Collor, wait anxiously for miracles from an untried president. The Collor cabinet is poised to resign, including the finance minister, Marcilio Marques Moreira, widely seen as having saved the economy from collapse during the recent weeks of political tumult.

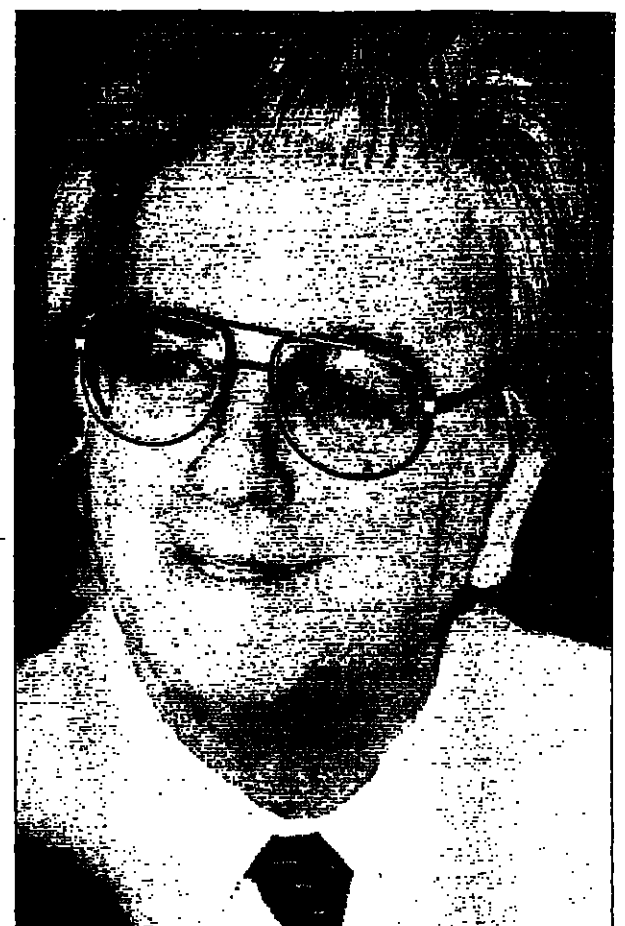
Many Brazilians wonder if Senhor Franco is up to the

task. A senior politician, who has served twice as a city mayor and several terms in the legislature, Senhor Franco was chosen as a running mate less for his dynamism than as someone likely to be quietly loyal to the president.

He must now build a new government and try to referee the various antagonistic forces that helped to bring down the Collor government. Businessmen, especially foreign creditors, fear that the power vacuum could mean the scrapping of important reforms. Many of those who voted to oust Senhor Collor for corruption also want to roll back the economic programme he began, such as reducing the bureaucracy and halting privatisation of state industry.

Senhor Franco, although criticised by some for his nationalistic positions in congress, has made efforts to dispel rumours that he intends radically to change course. "Itamar Franco's government cannot be too ambitious. He can only put the country back on track," Alexandre de Barros, a political analyst, said.

With a little over two years of Senhor Collor's mandate remaining, Senhor Franco may well be judged a success less for grand feats of policy than for simply avoiding a bigger disaster.



Elevated: Franco, the vice-president, takes over a struggling economy and a discredited government



Britain's wealth went to a safer place too

We had other precious assets in the war too, not least the country's financial reserves. With so many other things in imminent danger, Winston Churchill was not risking anything he did not have to.

So in 1940 HMS Emerald set off for the safety of Canada with the first shipment of the Bank of England's accumulated liquid assets and negotiable securities in its hold. Specifically, it was heading for the vaults of Sun Life of Canada in Montreal.



Further treasure convoys followed until securities to the value of £1250 million were safely deposited.

Sun Life of Canada is no stranger to huge assets. One of the world's largest life assurance companies it currently manages assets of over £30,000 million. With AAA rating for claims paying ability from Standard & Poor's, the leading credit rating agency, there is still no safer place for anyone's money.

SunLife of Canada

Our strength is your security

BASING VIEW, BASINGSTOKE, HAMPSHIRE RG21 2DZ. TELEPHONE (0256) 841414

150227

The price of peace

Marrack Goulding on the UN's thankless task

The Saturday before last was a cheerless day in the United Nations department of peacekeeping operations in New York. Radovan Karadzic, leader of Bosnia's Serbs, had failed to concentrate his weapons under UN supervision. The daily mayhem continued in Sarajevo. A helicopter carrying UN electoral personnel had gone missing in Angola. The desperately needed Pakistani battalion's arrival in Mogadishu had again been delayed, for reasons beyond the UN's control. The main contributors to the UN force in Cyprus had just told us that they had decided to withdraw or significantly reduce their contingents.

But for this official, exploring the archaeological levels of his in-tray, the real gloom came from reading the week's press cuttings. These are taken daily from the world newspapers published in English, French or Spanish. The British press, to its credit, averages nearly half of each day's take. Recent weeks' stories spoke much of "muddle" in the UN's efforts in Bosnia, Somalia, Angola, Cambodia, El Salvador etc. This came as no surprise and caused little grief. Muddle is to be expected but it is a feature of most expeditionary forces, especially in their early stages.

Likelihood of muddle, in the case of the UN, is greatly increased by the mismatch between member states' enthusiasm for giving the organisation new peacekeeping tasks and their reluctance to pay for those tasks. The present total of unpaid dues on the peacekeeping accounts is \$734.2 million. This is equivalent to 54 per cent of this year's budget for peacekeeping. What has caused grief is the British media's failure to understand what the UN can and cannot do. The mood seems to be to hold the UN responsible for all evils arising from the 12 conflicts where UN peacekeeping operations have been established. Correspondents in the field and leader writers in London seem unaware of the limited nature of the tasks entrusted to those operations and of the resources made available to carry them out.

In theory, the UN Charter empowers the organisation to use force against aggressors. In practice, that power has never been exercised by the UN as such, though on two occasions — in Korea in 1950 and in Kuwait in 1990 — the Security Council has authorised member states to use force to ensure respect for its decisions. What has evolved instead is an activity known now as peacekeeping, by which the UN sends military, police and other civilian personnel to an area or conflict in order to help the hostile parties implement agreements they have reached. These agreements can range from a local ceasefire (as, in theory, in Sarajevo at present) to a comprehensive settlement of the conflict (as in Angola, Cambodia, El Salvador and, soon we hope, Mozambique).

Such UN operations are thus based on agreements. They can be established only with the consent of the parties to those agreements. And they can only succeed if they enjoy continuing co-operation from the parties. Each party, of course, blows the whistle if it thinks the UN is favouring its adversary. Consent and impartiality are thus essential conditions for the UN to succeed.

Recent UN successes — in Namibia, in Nicaragua, in maintaining the ceasefire between Iran and Iraq — have aroused unrealistic expectations. The extent to which success depends on the co-operation of the parties is too often overlooked. When parties do not co-operate (like the Khmer Rouge in Cambodia or everyone in Bosnia and Herzegovina) the UN's ability to do what the Security Council has asked it to do becomes severely constrained. The UN can cajole, argue, bluster, mobilise diplomatic support from powerful countries. But it cannot compel. If the international community wants to impose its will on recalcitrant parties, whether in civil wars or interstate wars, then it must field expeditionary forces with the necessary mandate and armament. Provisions for such action exist in the UN Charter. Many think that they should be re-examined now that the Cold War is over. Meanwhile, let us stop blaming peacekeepers for failing to do those things which they have not been authorised or equipped to do.

The author is Under Secretary-General for Peacekeeping Operations.

Graham Mather proposes a set of practical solutions for Conservatives to the present European muddle

A Maastricht repair kit

A last way out of the confusion on Britain's approach to European policy is in sight. A path back to credibility could begin with the first detailed government exposition of European policy since the French referendum, to be delivered by Douglas Hurd in a London speech tonight.

The Conservative party has obvious divisions on Europe. It is not, at base, split. Of course Tristan Garel-Jones had reason to attack the political nihilism of some Euro-phobes. It is simply not good enough to talk in generalities about a "true common market" or "no rule from Brussels". The rebels have a responsibility to put forward a detailed picture of what would replace or modify Maastricht, and of this there is, shamefully, not a sign.

But nor is it enough to assert, as some ministers have seemed to imply this week, that a speedy ratification of Maastricht is enough. The slightest hint of an aim to push ahead regardless would wreck any attempt to re-

establish a firm base for a durable British approach to the Community: positive but decentralist. John Major's task, in hectic diplomacy this week and at Brighton next week, is to find a synthesis for this dialectic.

The exchange rate mechanism (ERM) is not at the centre of the stage despite the Treasury's embarrassing somersaults. Many economies now wish to leave a window open for relatively early re-entry into the sort of ERM which was always on offer: a fixed but floating, crawling peg system in which central banks and currency markets could never get too far out of step with each other. It is a bitter irony that the Treasury failed to realign in time, but that is no reason to reform the ERM's structure in any fundamental sense. Any changes should concentrate on the rules for central bank inter-

vention, mobilisation of reserves, and inter-bank co-operation: important issues for central bankers, but technical and an agenda item only just big enough for the summit in Birmingham on October 16.

Far more important is getting the subsidiarity package right. John Major has to offer his party a deal that is compatible with his heart-of-Europe philosophy and acceptable to other Conservative and Christian Democrat leaders. It must be legally effective, do the minimum violence to the text of Maastricht, and have the staying power to determine the behaviour of EC officials not just next year but for years ahead.

There can be no doubt that he has his party's mandate to do this. Of 195 constituency resolutions tabled for next week's conference only seven call for a referendum. The language tends

to be clear but moderate, preoccupied with free trade, enlargement and subsidiarity. Stockton South is typical. It proposes as the central agenda "openness to new members, devolution of power to national governments and free trade throughout the single European Market".

Streatham also reflects the mood. It wants a gradual widening of the EC and urges the government "to ensure that any further deepening of the EC is pursued in conjunction with a reduction in the level of powers of the Commission at its centre".

It is possible to construct a Protocol to the Treaty that will meet these aspirations. Its central element should concern the procedures by which subsidiarity will be made to work, and tilt the balance of decision making and initiative from the Commission to the Council of Ministers.

First, it should confirm that the review of unnecessary EC legislation currently in hand, will end with the removal of redundant material from the statute book. Next, new checks on future legislation should be built into the system. Then each new Commission initiative should be accompanied by a *fiche de subsidiarité*, which vouches that they are compatible with Article 3b of Maastricht. To give this measure teeth a 20 per cent vote of the Council of Ministers objecting to any proposal should be sufficient to block it.

To further entrench the rights of national parliaments to debate and deliver opinions on new proposals before they become EC regulations or directives, consultative documents and drafts should become the norm. This change would make EC-wide political discussion meaningful

and credible. The result would be that European proposals would emerge earlier, be debated more thoroughly across the Community, and be subject to legal and political tests before they turn into law.

The signs are that a package of this nature will fit in with the Danes, can be sold to the Germans, and will be let past — just — by the Commission. This is the path John Major must follow. If subsidiarity can be got right he can chart a path out of the confusion to the benefit of the whole Community. If not the prospects of British ratification of Maastricht look bleak. Our partners are busy taking up tough pre-summit negotiating positions. But if the Community cannot deliver a Major-style deal on subsidiarity the heart will have gone out of the expanding, more open, less bureaucratic body they claim to wish to see. So Mr Major has, after all the agony, a big trump card to play.

The author is president of the European Policy Forum.

A leader who disregards evil

Chancellor Kohl has let his people down, says pro-German Bernard Levin

I could easily have missed it, as I turned the page. I think it must have been the placename Sachsenhausen that leaped out and bade me go back and read the item through. Here it is in full: "Fascists torch a Jews' memorial. Neo-Nazis are believed to be responsible for burning down a memorial to 10,000 Jews who died in a Second World War death-camp. The building at Sachsenhausen, north of Berlin, was inspected by Israeli Prime Minister Yitzhak Rabin during a visit to Germany just two weeks ago."

Before I continue, I think I must establish my credentials. For fully 30 years now I have been — my only rival the late Terence Prittle — the most pro-German regular commentator in the British press. (Even earlier than that, I was happily hiking in Germany as a student in the late 1940s.) A good many eyebrows, throughout that time, have been raised at my curious friendship. Levin, after all, is a name very far from Aryan.

My reply was, of course, that the new generations, whose hands were clean even if their fathers' were indelibly stained, were steadfast in their attachment to democracy; the Federal Republic has for many decades been a country scrupulous in its adherence to the rule of law. The Federal Republic scores 97 out of 100 by the strict test of Charles Hurnana's *Human Rights Guide* (a new edition is on the way, hurray); Britain scores 94, and only four countries claim 98. You can imagine what I felt when I saw our prime minister running away as fast as his long legs could carry him, bleating "it's all the fault of the



Germans". It isn't the fault of the Germans, or rather it isn't the fault of the Germans as the wicked fairy come to do down sterling. But I have to add, with heavy heart considering what I have been saying about them, that they are showing all the stigma of their grandfathers, whose terrible sin, too terrible to be expiated, was that they looked the other way.

When the Berlin Wall fell, great was the rejoicing, but the trouble that its fall brought with it was recognised only slowly. But the tide of refugees — refugees from poverty or murder or anything in between — broke on the boundaries of the newly-united greater Germany.

At first, and for a most commendably long time, Germany accepted huge numbers of those who came struggling into the late 20th century, having previously lived in the Ice Age. But with the tide of wanderers there came another, darker tide: the Great Beast, whom we thought had long been slain, but

was only sleeping, stirred from his hibernation and came lumbering into view. And it brought its offspring with it.

Vile things have ever since been crawling out of the cracks in Germany's walls. Nazi salutes are commonplace, the edition of the huddled masses — as brutal as it is foul — from their pitiful shelters, while arson sees to it that the evicted ones do not linger; a putrid triumphalism from the underworld makes possible the deprecation with which I started; and Chancellor Kohl looks the other way.

He does worse: he bows to the clamour, doubtless taking care not to see where it comes from, and promises restrictions on the wandering tribes. Indeed, he has already started on the purification process: he has generally proclaimed that the gypsies will be rounded up and sent packing. (Do not be indignant, gentle reader: the last time a German leader thought that the country would be tidier without the gypsies, he had them murdered

in gas chambers, and you must admit that just throwing them out of the country to fend for themselves is a noable advance.)

Any German citizen listening to all this has an immediate riposte, and a powerful one: Britain's record on these refugees is more than shameful, it is disgusting. But there is another element in this sorry story, and it is one that disturbs me greatly, particularly in the light of what I have said about my admiration for German democracy.

If these sinister emanations were becoming commonplace in our country (there have been a few attempts to emulate the German neo-Nazis, on the part of a few vacant-looking skin-heads, but these have to ask passers-by which is their right hand before they can give a Hitler salute), there would, of course, be protests, police dispersals of menacing crowds, questions in Parliament. But of one thing we can be sure: at least I certainly hope we can. As soon as it became clear that there was

a real movement, sufficiently numerous and threatening to make serious trouble (say the kind that would make peaceful citizens think twice about going out after dusk), there would be

out from the prime minister at the dispatch box an unambiguous denunciation of what was happening, and an equally clear statement to the effect that what he is talking about is unqualified evil. I have not heard of any such action on the part of Chancellor Kohl: as far as I know there has been no such ringing denunciation of this evil — an evil that the Chancellor is quite old enough to know, recognise and understand.

Let us not go overboard: if the Chancellor has failed to rise to the occasion in the Bundestag with a stirring speech (alas, a stirring speech from Chancellor Kohl is as likely as an appearance at the Bundestag's podium of the *Ungeheuer von Loch Ness*), it is not because he is plotting a neo-Nazi putsch: he is doing something far less tremendous,

something shabby and dirty that lurks as a danger for all democratic politicians: he is placating the worst in his society because they, too, have votes, and their numbers are increasing. In some societies, a situation like this would provide the opportunity for a wink and a whistle, whereupon the police guarding the refugees would be withdrawn, explaining as they went that their forces were, and for the foreseeable future would remain, unhappily overstretched.

I must emphasise that Germany is not such a country: the rule of law, and the defence of it, are still in place. But the Chancellor must know that it would take very little for Britain to become seriously germanophobic, not because of Maastricht, but because we are seeing on our evening bulletins strutting German Nazis, and we do not like what we see. May I quote Goethe? "Gefährlich ist's mit Geistern sich gesellen." And may I translate? "It is dangerous to make friends with ghosts."



...and moreover
CRAIG BROWN

Here is a trick to play on your in-laws. And, you boast that you can get them to say exactly what you want, regardless of whether it's true. Then you say, "How do you spell 'silk'?" They will reply, "S-I-L-K". Then you say, "And what do cows drink?" And they will reply, "Milk". Ah! you have made them say an obvious untruth! Cows do not drink milk: they produce milk.

My brother was taught this trick a couple of months ago by a company that sells windows. For all his working life he has been a fish-farmer, starting off at the very first experimental fish-farm in Scotland in the days — not so very long ago — when people would roar with laughter at the very idea of a farm with fish, imagining a flock of salmon grazing in a meadow.

He went on to run a large fish-farm for the Norwegian government, and then to start one of the biggest fish-farms in Europe. Alas, the company that had invested in this fish-farm over-reached itself and decided to call it a day. And this is how my brother, with a wife and two children to support, found himself becoming — temporarily, I trust — a window salesman.

Esither Rantzen has spent so much time selling the idea that salesmen are brigands that it is rather touching to hear the salesman's side of things for a change. It seems that we have become a country of Rantzens, all keen to entice salesmen into our homes simply to savage them. My brother does not call at

houses uninvited: he distributes leaflets in an area, and any householder tempted by the leaflet then gets in touch with him. Obviously, he has been armed with pseudo-scientific instructions on how best to put his case: Q: "What is a close?"

A: "A question the response to which reveals the position of the person answering in relation to a proposition or a proposal."

Q: "What is a pre-close?" A: "A question which establishes the conditions which are to be met for the sale to be completed."

EXAMPLE: "If I could show you a way to get tickets for the cup final at just £1 each would you be interested?"

And so on. But having been armed with these very mild fibs, my brother has been startled by the skill with which quite ordinary people are capable of fibbing back, not just with little white lies but with big whoppers.

"They lie far more than the salesmen do," he says. "In fact, it has really quite shocked me." They will, for instance, tell any sort of lie rather than simply saying "no" to the salesman. A particular favourite is "We'll get in touch in six months when we have some money coming in."

Others post-date cheques and then cancel them the minute the salesman has departed.

Potential customers with teenage children are among the most flagrant liars. The scenario goes like this: the salesman suggests measuring the existing windows and coming up with an estimate. He is busy measuring when the

customers suddenly remember they have a teenage child in a filthy room upstairs, probably watching a video, nasty while shumped on an unmade bed. What can they do to stop the salesman chancing upon this shameful secret? "I'm afraid we keep that door locked," and "There's someone asleep in there," are among the most popular excuses, with "That room has no windows," running a close third.

Those customers who neither lie nor buy adopt what might be called the Rantzen Method. Last week, my brother sat with two old dears, trying to chat with one while the other said at the top of her voice, "Don't believe a word he says! You're not to listen to him! Whatever you do, don't sign anything!" over and over again, as if he weren't there.

Another customer, all smiles for the first five minutes, suddenly realised that he wasn't getting something for nothing, rose from his chair and simply shouted, "OUT!" One pompous customer was so rude — declaring that all the letters of recommendation were too good to be anything but professionally composed — that my brother lost his temper and replied, "I'm very sorry, madam, but you don't have the right general attitude to be the recipient of our windows." Whereupon she became terribly polite and, 15 minutes later, signed up for them. Surely someone must have some fish that need managing? My brother simply can't wait to return to a life among those who don't answer back.

Pruning time for red roses

THEY may not know it yet, but John Smith has already taken one key decision about his party's future by seeking Labour's advertising agents. In a dramatic break with the Kinnoch years the new leader has decided to discontinue with the so-called shadow communications agency, which was responsible for the redesign of Labour over the past seven years and the introduction of the red rose image.

The agency, a group of professional advisers set up by Peter Mandelson and headed by Philip Gould, co-ordinated Labour's last two election campaigns. Its supporters say it has been made a scapegoat for Labour's fourth election defeat by shadow cabinet members who felt they were excluded from the decision-making process.

David Hill, the party's communications director, has decided to appoint three independent agencies to take over the work. The party may put the contracts out to tender. One will be responsible for opinion polling, another for advertising and the third for party political broadcasts. They will work separately but will all meet once a month at Walworth Road to discuss a common strategy with Hill. The business in the party about the agency's work has still not abated. Only last week John Prescott complained on television that he was forced to turn to television or read the newspapers to discover the party's daily campaign themes. The shadow communications agency, for example, was responsible for the "Jennifer's Ear" party political broadcast, which enraged Robin Cook, then the health spokesman.

The decision to end the agency



came as news to most of its leading members in Blackpool yesterday. Patricia Hewitt, Neil Kinnoch's former press secretary, and one of the founding members, could not conceal her surprise. "I don't know what the party's intentions are. I have not been told. What I do know is that the shadow communications agency has done an amazing job," John Smith, it seems, does not agree.

More tales of fear and loathing among Blackpool's taxi drivers, after Barbara Castle and her luggage were ejected onto the pavement at the weekend. Yesterday David Blunkett was refused a ride because of his guide dog, *Offa*. The driver, Brian Mitkinson, said: "There is no room for dogs in my type of car. I have to consider other passengers." Another taxi driver intervened to give Blunkett a lift. Dennis Wright, secretary of Blackpool's Licensed Taxi Operators' Association, was appalled. "This man is a disgrace," he said and offered a free cab service to the blind MP for the rest of the week.

Fun hopes

AS CANDIDATES begin jostling for Bryan Gould's shadow cabinet seat, Tony Banks has already put down a marker for Gould's old job as shadow heritage secretary. Through Banks' friends to Gould's

the vacant shadow cabinet post he has little chance of election; but, his friends insist, there is no reason why the job should not be done by someone outside the elected members of the front bench. After all, both the Northern Ireland and defence portfolios were run for a number of years from outside the shadow cabinet.

Banks, a former chairman of the arts committee on the Greater London Council has begun by quietly fulfilling some of Gould's engagements at the Labour Party conference. Last night he stood in at a fringe meeting, "Whither the Arts", where Gould had been due to be the main speaker.

One possible drawback is that like the hapless David Mellor, who is due to comment on Chelsea's match next weekend for BSkyB, Banks is an avid fan of the Blues. But Banks does not disguise his desire for the job. "I am already trimming my toe nails in eager anticipation," he says. The last time he held a front-bench post he was forced to resign for voting against the party whip. "If I defy the leadership line again," he says, "I promise not to do it in a Chelsea shirt."

Bloc capitalism

THE triumph of capitalism in the former East European countries will become almost complete with the ninth Monopoly world championships in Berlin next week. For the first time Poland, Hungary and Czechoslovakia will be among the 30 countries trying to wrest the title from the Japanese. The game will be played on an American board and Paul Cordy, the British champion, is perfecting the strategy he adopted in the UK national championships, namely to "buy everything except railway stations and public utilities." The world champ-

Cordy, a banker with Barclays. "In one tournament one of the contestants ostentatiously swigged from a gin bottle throughout the day. His speech became slurred and his dealings more and more erratic. Most of the players dismissed him as a drunk and let him buy and sell at will. It was only when he successfully bankrupted some of the best

A hotel in Old Kent Rd for all the public utilities?



players in the world and gained his place in the finals that we realised the sham". But Cordy is quietly confident of returning with the \$15,140 prize money. "If a banker can't make people bankrupt, who can?"

Oxford polytechnic is finding it hard to come up with a name to match its new university status. It thought it had solved the problem with *Crosland University at Oxford*, a high-minded reference to the late Labour minister and father of the polytechnic movement. Hardly was the ink dry when Dr Clive Booth, the poly's director, realised that the name had other, less welcome associations. Last June, the treasurer of the poly's student union was jailed for stealing £40,000 from union funds. His

150



FROTH AND BUBBLE

Behind all the bubble and froth of John Major's shuttle diplomacy, how real are the "fault-lines" in the European exchange-rate mechanism that he says he wants to repair? Government officials have only one answer: embarrassed silence.

The answer lies in politics, not economics. The search for remedies for these mysterious fault-lines is no more than a way of filling in time and distracting attention, while party managers take the temperature of the Conservative party before next week's conference. They know full well, as surely must Mr Major, that the alleged fault-lines do not run through ERM, which has functioned roughly as its founders intended. They run right through British economic and foreign policy. The ERM was never designed to carry the enormous burden of hopes and expectations unwisely laden onto it by the British political establishment, and everyone knows this by now.

The ERM could not "guarantee" permanently low inflation or impose the Bundesbank's rigorous monetary policies on other members. It did not allow countries with huge balance of payments deficits permanently to underpin their currencies at high levels, as a way of "bearing down on inflation". And it did not commit the Bundesbank, or any other government or central bank, to offer unlimited help to other countries, especially if they were defending unrealistic exchange rates. But for Mr Major to admit all this so soon after pinning all his colours to the system would be more than human nature could bear.

He has therefore decided to argue, at least for a while, that something within the system went wrong. And in a way it did, but well before Britain joined in October 1990. Until June 1988, when Jacques Delors published his blueprint on European monetary union, the ERM had two simple and modest objectives: to insulate Europe from excessive but temporary currency fluctuations; and to nudge member countries towards less inflationary policies. Every few years currencies could be adjusted towards an equilibrium position, which allowed mem-

ber countries to keep their economies growing and balance their trade.

As the campaign for monetary union gained support among the political élites of France, Germany, Italy and the Benelux countries, the system acquired another, more significant, function. An ever more rigid ERM came to be seen as the penultimate step on the road to a single currency for the whole of Europe. For countries intent on making this journey, membership became the pivotal commitment around which all other economic, fiscal and diplomatic decisions had to revolve.

This "hard" ERM was what Mr Major thought he was joining in October 1990. It should have been clear why this was inappropriate for Britain. The economy at the time of joining was far from stability and equilibrium. Interest rates were unsustainably high, the trade deficit was enormous and industry was heading into recession.

Beyond this purely economic misjudgment lay an even deeper, political fault-line. The supposedly irrevocable commitment to fix the pound against the mark directly contradicted Britain's policy on European monetary union. In France, Germany and the other core countries, ERM membership was seen, at least by government élites, as an economic price worth paying to attain monetary and political union. But for Britain the arguments for a fixed exchange rate were presented the other way round. The ERM was sold as an economic panacea, and a half-hearted commitment to monetary union was the political price that had to be paid.

As the Bundesbank had warned all along, Britain had condemned itself to permanent recession by joining the ERM. To what purpose? In order to move towards a federal goal — which the government and people opposed. Those are the real fault-lines in Britain's relationship with the ERM. These are not fault-lines that can be bridged, crossed or narrowed. They leave Mr Major with only one sensible option: to turn away from the ERM and find a new political and economic road. The rest is froth and bubble.

BEYOND BISHO

Events in South Africa have taken a hopeful turn this week, with the government and the African National Congress agreeing to resume negotiations towards a new constitutional dispensation. That mood of optimism was strengthened yesterday by Mr Justice Goldstone's devastatingly frank report on the causes of the Bisho massacre.

He found that most of the blame lay where the ANC claimed it did at the time. In a country where trust is a commodity rarer than rain on the parched highveld, Judge Goldstone is trusted and his verdict will stick. His Commission of Inquiry Regarding the Prevention of Public Violence and Intimidation is now in permanent session, a standing discouragement to all thugs and killers, whatever their uniforms or weapons.

Its report into the massacre on September 7 exonerates the armed forces of Brigadier Oupa Gqozo, the dictator of the so-called "indiscipline" black homeland of Ciskei. Pointing out that the soldiers disregarded their own rules on the use of minimum force as expressed in their standing orders, he says that "their indiscriminate and prolonged shooting at innocent demonstrators is morally and legally indefensible". It must now be a matter of urgency for the attorney general of Ciskei to start proceedings against anyone with responsibility for the carnage. That ought to include Brigadier Marius Oelshig, the South African intelligence officer seconded to Ciskei to command its defence force.

The judge also has harsh words for Ronnie Kasrils, intelligence chief of the African National Congress's army, *Umkhonto we Sizwe*, "Spear of the Nation". He is rebuffed for the irresponsible decision to lead demonstrators through a gap in the fence in front of the soldiers, virtually onto their guns. At the very least the leadership of the ANC alliance should follow the recom-

mendation of the report and censure Mr Kasrils and other leaders, mostly from the Communist party, who helped make that decision. If that should lead to a separation between the Communist party and the official ANC, so much the better.

Perhaps most significantly for the future, Judge Goldstone's report lays down further guidelines for the conduct of such demonstrations. He rightly acknowledges that mass demonstration is the only form of peaceful political activity open to the disenfranchised majority, and recommends that the leadership of the black homelands should declare itself willing to tolerate mass demonstrations within reason. But he draws a clear distinction, which the ANC alliance leaders did not draw at Bisho, between peaceful efforts to popularise political policies or propagate change, and those actions that create lasting disturbance or cause intimidation.

In the past, Judge Goldstone's recommendations have supplied a yardstick by which subsequent events could be judged. His enquiry into hostel violence resulted in proposals to protect vulnerable hostels, which the government has at last implemented. His enquiry into deaths on township commuter trains has prompted the rail authority to set up a security force. After Boipatong, Professor Peter Waddington's critical review of the South African police and its methods was completed under the auspices of the Goldstone Commission.

If all sides can now accept Judge Goldstone's recommendations, the prospects for peace and democracy in South Africa will be brighter than for many months. The shock of the tragedy on the road to Bisho which brought President F.W. de Klerk and Nelson Mandela together last weekend may yet prove a crucial turning point.

GIVE A DOG A BAD NAME

Tell it how it is in Gath. Publish it now in the streets of Ashkelon, even though it is 30 centuries too late. The Philistines have been rehabilitated and found not guilty of the qualities for which their nation became a hissing byword.

The latest archaeology in Israel is demonstrating that they were not such philistines after all. Contrary to millennia of calumny, they are emerging from the sands of the past as a sensitive and artistic people, who were living in palaces, drinking wine and eating off sophisticated painted pottery while the contemporary Israelites were pigging it in shacks and using crude earthenware. In the long eye of history, the Philistines are turning out as good guys rather than bad, aesthetes rather than lager louts.

Adventurous archaeologists speculate, mainly from the appearance of their pottery, that the Philistines were in fact Mycenaean Greeks, sea people wandering the Eastern Mediterranean after the fall of Troy. Paintings of scenes from the *Odyssey* have been found in the ruins of Ashkelon. So when Delilah cuts Samson's hair, she is merely echoing the Greek myth of Scylla cutting her father's hair while he slept, removing his invincibility in order that he could be defeated by her faithless lover, King Minos of Crete. Goliath of Gath, the Philistine giant, wore greaves of brass upon his legs when he was terminally knocked over with a slingshot by the young David in the 10th century BC. No Israelite or other

After their dreadful press in the Old Testament, the Philistines peopled their bad name at a town and gown row at Jena in 1693, which killed several people. The university preacher took as his text *Judges*, xvi, 12, "The Philistines be upon thee", and thereafter among German students *Philister* became the snobbish university slang for townspeople, base and banal outsiders, ill-behaved and ignorant, lacking culture and sensibility. In English, Matthew Arnold popularised philistine as a metaphor for a crass and cultureless materialism.

Philistines are not the only people to have been defamed by the accidents of history. The latest biblical scholarship maintains that the Pharisees were liberal reformers, attacked by Jesus not as opponents but as allies flawed by their excesses. Christianity and modern Judaism are both thought to have been founded in the Pharisaical tradition. Nor is this revisionism uniquely semitic. Genghis Khan is being reinterpreted by modern scholars as a caring leader who started social services for his tribe.

History is the official record of the winners, and justice has not much to do with it. The bad name of the illiterate Philistines is a gratifying advertisement for the power of the written word. It is a less gratifying example of the power of public relations, though the writers of the Old Testament were a more eloquent advertising agency than their modern successors. The moral of the reputation of the Philistines is not to believe everything you read. And, for future

LETTERS TO THE EDITOR

1 Pennington Street, London E1 9XN Telephone 071-782 5000

Reform of defence to murder charge

From Sir Louis Blom-Cooper, QC, and Professor Terence Morris

Sir, Both your report of the annual conference of the Bar (September 28) and the article by Janet Daley ("When marriage turns bloody", September 29) indicate a growing movement towards the re-shaping of the two established defences to a charge of murder — provocation and diminished responsibility. This follows the case of *Kiranjit Ahluwalia* whose conviction for the murder of her husband after enduring years of his physical and psychological violence was quashed by the Court of Appeal (report, September 26) and replaced by a conviction for manslaughter on grounds of diminished responsibility.

The defence of provocation has a strict requirement that the killer should have lost self-control, thus precipitating the homicidal attack. Reformers would ease that requirement, allowing for a gradual build-up of provocative behaviour on the part of the victim.

The defence of diminished responsibility, should it succeed, reduces murder to manslaughter. This concept was introduced into English law by the Homicide Act of 1957 with the

avowed purpose of limiting the scope of the death penalty — and hence superfluous since its abolition in 1965.

A simpler and more attractive method of achieving justice in cases of mental disturbance and disorder — short of having a single crime to embrace all the present categories of criminal homicide — would be to replace the mandatory sentence of life imprisonment for murder with a discretionary sentence appropriate to the case, up to life imprisonment. Indeed, the Lords select committee on murder and life imprisonment in 1989, under Lord Nathan, sensibly recommended the introduction of a discretionary sentence (but, even then, suggested that the two defences for murder be retained).

Both provocation and diminished responsibility are strictly factors which mitigate the accused's intention to kill. Juridically speaking, the defences belong, appropriately, to the sentence and not to the verdict.

Yours truly,
LOUIS BLOM-COOPER,
TERENCE MORRIS,
2 Ripplevale Grove, N1,
September 29.

Serving the Church

From the Principal, Salisbury and Wells Theological College

Sir, The House of Bishops has guaranteed to find a first post for all those who complete a course of preparation for ordained ministry and has put in place a coherent system to achieve this. The next stage of that system comes into operation on November 1.

I shall be very surprised if Michael Windridge (letter, September 24) or any other ordinand from this college is unemployed next Peteride. Every year, for the past four years, I have had bishops telephoning me throughout February and March to ask whether

we have any more ordinands available to fill posts in their dioceses.

Only two ordinands from here have not found posts in the past five years, both for quite exceptional reasons.

Fortunately, writing a letter to *The Times* lamenting the possibility of being unemployed and offering to become the first British Gas or McDonalds curate is unlikely to be interpreted as also constituting exceptional circumstances.

Yours faithfully,
PHILIP CROW,
Principal, Salisbury and Wells Theological College,
19 The Close,
Salisbury, Wiltshire.
September 25.

Controlling squirrels

From Mr Peter Hale

Sir, I regret to say that Mr John Bryant's assertion (letter, September 25) that control of grey squirrels should be confined to commercial forests is sadly flawed.

My experience in 30 years of managing broadleaved and mixed forest has been that areas of woodland where no control takes place provide reservoirs of squirrel population that colonise other woodland rapidly when explosions of population take place, such as in the early 1970s and last year.

It is essential that the grey squirrel population is kept at a level below which its bark-stripping propensities are not significant if we are to be successful in regenerating thousands of hectares of near derelict and geriatric broadleaved woodland.

Yours faithfully,
PETER HALE,
Payn's House, Oxhill, Warwick.

AA priorities

From Dr J. F. Wheeler

Sir, Many motorists belong to the Automobile Association for the practical services that it provides rather than its lobbying activities. I am sure that I am not alone among the membership in objecting to the relentless building of roads espoused by the management of the AA (letter, September 25).

Yours faithfully,
JOHN WHEELER,
University College,
Oxford.
September 25.

Access to art forms

From the Director of the British Film Institute

Sir, It would be unfortunate if the suggestion by Baroness Blatch, the education minister, that GCSE examining boards should drop television programmes and sub-standard texts from their syllabuses (report, September 25), diverted attention from the central issue: that all children should enter adult life with the ability to evaluate critically all the texts they encounter. It is for this reason that the BFI lobbied hard for the inclusion of media education within the core curriculum in English; and why we wish to see such studies extended within the scope of the present National Curriculum Council review.

No one denies that children must be introduced to significant human achievements in literature, music, and the visual arts; however it would be perverse if the curriculum denied them access to the 20th century's own art forms, television, and cinema.

The crucial question is not what our children are taught about, but why. Children now in school will be the writers, film producers and composers, as well as the book-buyers, television viewers and theatre-goers of the 21st century.

Citizens in a democracy must have access to the full creative and informative possibilities of every communication technology, from books to broadcasting.

Yours faithfully,
WILF STEVENSON,
Director, British Film Institute,
21 Stephen Street, W1.

College boarders

From Professor Emeritus M. W. Beresford, FBA

Sir, "Local rather than boarding universities", you urge on academics, "devoted defenders of territory" (third leader, September 23). As a defender of the status quo I wonder whether your Utopia, with students forcibly distributed around the provinces, would include an Oxford recruited solely from Oxfordshire commuters and a Cambridge from Cambridgeshire leaving the colleges "boarding" facilities for conference-goers, overseas students, Inspector Morse production units, and others bringing gifts.

Yours faithfully,
M. W. BERESFORD,
6 Claremont Avenue,
Woodhouse Square,
Leeds, West Yorkshire.

'World in Action'

From Mr Mark Killick

Sir, In Mr David Sullivan's letter (September 24) relating to the *World in Action* programme, "The Sultan of Szeaz", he claimed he "offered to participate" in the programme.

As I understand it he originally said he would work on the production providing he could control it. Subsequently his publicity director wrote to us saying Mr Sullivan "does not want to be part of the programme".

Yours faithfully,
M. KILICK,
(Producer), *World in Action*,
Granada Television Ltd.,
36 Golden Square, W1,
September 29.

Training in Poland

From Ms Susan Vincent

Sir, In the article on management training in Eastern Europe (Focus, September 21) I was interested to note that there was no real evidence of "a squandering or duplication of effort".

My experience with the Know How Fund in Poland, mentioned in the article, suggests that it would be foolish to ignore the upheaval in higher education there. It may be attributed to reorganisation of curricula and academic structures, the attitudes of academics who previously worked in a communist regime and

We can demonstrate what has worked for us and do what it with Poland's plans. Economic reform is long-term. We must beware of short-term answers and fixed strategies which do not fit comfortably into these plans.

Our focus must look towards an approach which is client-centred not trainer-directed. If it is not we may prescribe programmes which will be discarded as soon as the funds have been spent.

Yours faithfully,
SUSAN VINCENT,
Middlesex University
Business School,
The Burghley, London, N14 1

Anomalies likely in 'unit' fines

From Mr P. S. Vaines

Sir, On October 1 the provisions of the Criminal Justice Act 1991, which introduced "unit" fines, come into force. The idea of unit fines is to provide an attractively simple means of matching the penalty with the offender's ability to pay. Hitherto, magistrates have used their experience and judgment in deciding what is the "right" fine for a particular offence and have adjusted the figure downwards (as necessary) to take account of the offender's means.

However, from October 1 magistrates will determine the fine by imposing a number of "units" to reflect their view of the seriousness of the offence. These units will be converted into a fine by multiplying the total units by the offender's disposable weekly income (somewhere in the range £4 to £100). The financial burden is thereby equalised, or so the theory goes.

Tests have shown that this throws up the most bizarre fines, markedly different from the fines which might previously have been thought appropriate for the particular offence. In one recent example in a training session, a group of magistrates,

determining the fine for a simple isolated case of shoplifting, came up with an average fine of £700 where previously they might not have imposed more than £100.

It is anticipated that there will be a short period while magistrates get used to the new system, and then fines will be consistently imposed at a reasonable level throughout the country. However, during this period there will inevitably be many aberrations in the level of fines imposed, and this may give rise to a number of appeals.

It would perhaps be worthwhile to publicise the fact that for the next few months fines may be, to say the least, unexpected. Those prone to offend would be encouraged to reconsider the matter.

If this were to reduce criminal activity even for a short period, that would obviously be worthwhile. It is also possible that just causing some to stop and think would be enough to keep some on the straight and narrow.

Yours faithfully,
PETER VAINES,
Baker's Close,
Biester Road,
Long Crenon, Buckinghamshire.
September 24.

'Celebrating' weapons

From Mr Allan Lupton

Sir, It is always a little difficult to get the balance right when marking the anniversary of an engineering achievement which was also a weapon of war. Here in England we have had events to commemorate 50th anniversaries of the Spitfire, Lancaster and Mosquito — in each case a major design and production achievement for the time (which is what we were recording), the whole point of which was as a weapon of war.

The Hatfield branch of the Royal Aeronautical Society hosted the Mosquito commemorative symposium in 1990 which was addressed by some of those men directly involved in the conception, production and use of the DH 98. The attendance was around

300 including several non-British (at least one German) who did not appear to have come to glory in the war.

The transcripts of the lectures are now being sold in book form to benefit an educational scheme commemorating the chief designer, R. E. Bishop, which is intended to attract children to the field of engineering.

It may be a reflection of the continuing wave of propaganda that had it been proposed to hold a commemoration of the A4 rocket, as the engineers knew it, it might have failed to hit the headlines as it did when the V2 appellation was used.

Yours faithfully,
ALLAN LUPTON,
197 Icknield Way,
Letchworth,
Hertfordshire.
September 30.

Genetic engineering

From the Director of the Genetics Forum

Sir, Nigel Hawkes ("Scientists in the kitchen", September 26) paints a lurid picture of genetic engineers terrorised by "frenzied" activists. Yet surely scientists should only produce things that society needs, are safe for both consumers and the environment and are morally sound. The examples of genetically engineered food which he cites provide no reassurance of need or safety.

Consumers need a balanced diet of fresh food, not single-food "nutritional" or the "non-squash tomato" which, like food irradiation, is an example of artificial freshness that will simply save the producers money. Herbicide-resistant crops, produced by agrochemical companies, are designed to sell more herbicides which may cause environmental damage and leave more residues in food.

The cattle growth hormone, BST, illustrates the moral questions raised by genetic engineering. BST has been opposed by ourselves and organisations including the National

Federation of Women's Institutes, the RSPCA, and the National Farmers' Union.

As a tool of intensive farming, BST increases milk yield in cows and causes documented animal welfare problems. The political and economic issue of whether we want more or less intensive farming is inseparable from the moral question of how animals should be treated.

Moral judgment on such questions inevitably depends on the economic goals to which research is aimed. Genetic engineering always raises moral questions, both because of the often dubious aims to which it is directed and because, unlike animal breeding, it is capable of mixing genes between fish and plants.

It also creates new ecological and food safety concerns which must be properly dealt with through regulation and through labelling which allows consumers to exercise their judgment.

Yours faithfully,
DAVID KING, Director,
The Genetics Forum,
258 Pentonville Road, N1,
September 27.

Travel experiences

From Miss Annabel Frazer

Sir, As an English girl living in France, I am often asked why I prefer it to England. Can anyone doubt one of my reasons when, as happened this past weekend, travelling approximately 200 miles from central Paris to Calais, there was not one cone or roadwork to be seen?

However, when travelling the 60-odd miles from Dover to central London, I encountered eight different sets of roadworks, the first before getting through customs.

Yours faithfully,
ANNABEL FRAZER,
8 rue du Pas de La Mule,
75003 Paris.
September 30.

From Mr John Welshy

Sir, Your Diary piece (September 24) suggested that SNCF trains run through last week's storms with delays of no more than 15 minutes.

In fact, at the height of the storm, there were delays of several hours in the Rhone Valley, just as there were to Franco-Spanish services last weekend. The reason for this — exactly the same as the reason some of BR's services were seriously affected by the appalling weather — is that neither BR nor SNCF takes deliberate risks with passengers' lives.

Yours faithfully,
JOHN WELSHY,
(Chief Executive, Railways),
British Railways Board,
Euston House,
24 Eversholt Street, NW1,
September 28.

Salmon net fishery

From the Director of the Salmon and Trout Association

Sir, The government decision to accept the recommendations of the National Rivers Authority to run down the salmon net fishery off the northeast coast of England by natural means, over a period of 30 years, comes as no surprise.

The NRA envisages that the run-down by natural wastage, and under existing legislation, will take 30 years with a 50 per cent reduction in ten years. This association believes that a shorter period should be considered and legislation speedily enacted.

Consideration needs to be given to some form of financial inducement to encourage those fishermen licensed to fish for salmon and sea trout to leave the fishery. A clear ministry statement that such an inducement would be legal, and would have government support, would facilitate fund-raising.

Yours faithfully,
JAMES FERGUSON, Director,
The Salmon and Trout Association,
Fishmongers' Hall,
London Bridge, EC4.

Tinker, tailor ...

From Mr F. J. Stevenson

Sir, It has been a wonderful year for plums and those of us blessed with young children are once again hearing the traditional recitation of suitors (or jobs), as stones are ranged round plates.

However, stainless steel kitchenware, the ready-made suit, the contraction of the armed forces, and the welfare state have now rendered this list largely redundant. Is it only the escalation of burglary that keeps it in use?

We badly need a revised version.

Yours etc.,
JOHN STEVENSON,
The Green Hall,
Ashbourne, Derbyshire.

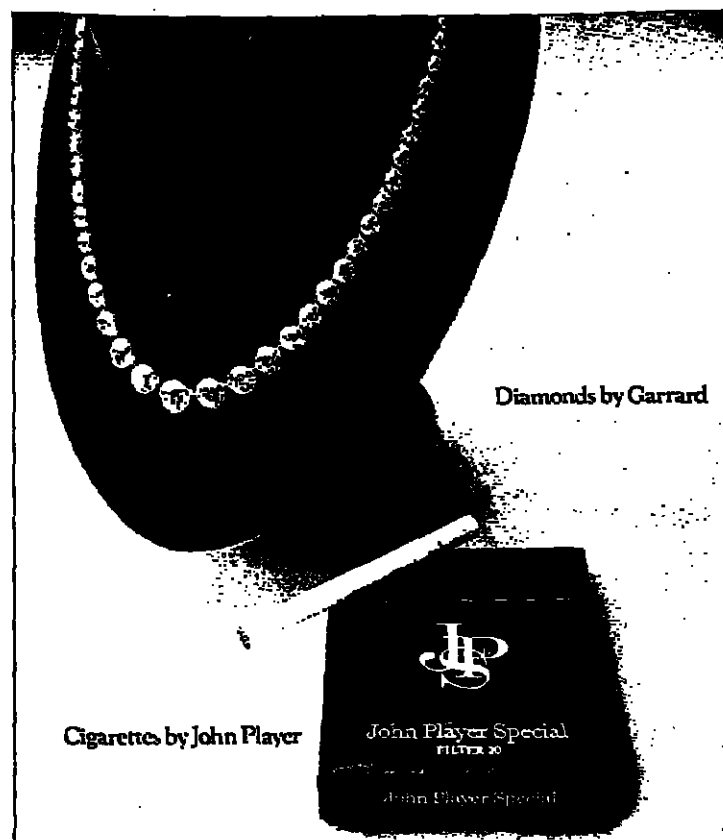
Business letters, page 23
Sports letters, page 28

Letters to the editor that are intended for publication should carry a daytime telephone number. They may be sent to a fax number —

071-782 5000

OBITUARIES

GEOFFREY KENT



Geoffrey Charles Kent, chairman of Mansfield Brewery and former chairman and chief executive of Imperial Group, died on September 23 aged 70. He was born on February 2, 1922.

GEOFFREY Kent did much to make smoking cigarettes fashionable in the



Appealing to the woman smoker: Geoffrey Kent and one of his most successful creations

1950s and 1960s and later brought about radical changes in brewery advertising. Essentially an advertising man, he rose to be head of Imperial Group in the 1980s, when it owned the Player, Embassy and Wills cigarette brands as well as the Courage brewery. Sadly, he also inherited a disastrous acquisition of Howard Johnson, the chain of Amer-

ican roadside restaurants and an unsuccessful poultry operation. Those problems led to Imperial being taken over by Hanson in 1986. But three years later Kent became chairman of Mansfield Brewery and there reproduced his marketing talents on a regional stage.

Kent, an only child, was brought up in Lancashire and attended Blackpool Grammar School. Any thoughts of further education were stifled by the second world war, during which he served in the RAF and became a flight lieutenant in

Coastal Command. His wartime experience gave him his lifelong love of flying, culminating in a solo crossing of the Atlantic.

After the war he joined Coleman, Prentice and Varley, then one of London's foremost advertising agencies. He later moved on to another agency, Johnson & Johnson, before being headhunted to be the marketing manager for Player in 1958, after restrictions on cigarette importation and promotion were lifted. That development heralded an explosion of competition among cigarette manufacturers, who lost no time in taking advantage of the relatively new medium of television advertising.

Kent was responsible for the long-running slogan, "People Love Players", and invented several of the more popular brands. One was Player's No 6, a small tipped cigarette which women smokers liked. It became the biggest-selling brand, with over 25 per cent of the market at one time. But Kent may be better remembered for creating the John Player Special brand of cigarettes, with its distinctive black pack and equally distinctive motor racing sponsorship.

JPS sponsored Lotus in the Formula One championship from 1968 to 1985, winning the World Constructors' Championship on five occasions and the World Drivers' Championship four times with such drivers as Jim Clark, Emerson Fittipaldi and Mario Andretti. Kent was a passionate follower of the sport, and could often be found in the pits, stopwatch in hand.

Beer marketing had been as stilted and male-oriented as cigarette advertising until Kent took charge at Courage. Again he revolutionised attitudes with his "Cockney Pub"

campaign, using grainy black and white film and the catchphrase "germtcha".

From 1981 to 1986 Kent was chairman and chief executive of Imperial Group. But he did not readily adapt to the financial and entrepreneurial skills required at that level. His career was prematurely interrupted in 1986 when Imperial was taken over by Hanson after a bitter struggle which overturned plans for Imperial to merge with United Biscuits.

Disillusioned, he spent two years unattached to a company before Mansfield Brewery asked him to join the board. The following year he became chairman, and applied his marketing talents to developing two new brands, Cask Riding and Cask Old Baily.

However, Kent also handed down the lesson he learned at Imperial: Mansfield's many diversifications, extending to soft drinks, fast food and carpet cleaning, were sold in a strategy based on a return to the company's beer roots.

As well as flying and motor racing, Kent was a keen skier. But it was no coincidence that these are all individual rather than team sports. He was regarded as a loner who could be rather distant. He did not build personal relationships easily, retreating into what he called strategic management. This involved laying down guidelines and letting executives implement them with little further day-to-day involvement.

Kent kept his business and private lives separate. He lived quietly for 30 years in Coniston, near Player's Nottingham headquarters, where he is survived by his widow, Brenda. They had no children.

HU QIAOMU

Hu Qiaomu, veteran Chinese Marxist theorist, died in Peking on September 28 aged 81. He was born in Jiangsu province in 1912.

HU QIAOMU was instrumental in the intellectual legitimisation of Mao Tse-tung in world Marxist circles in the 1940s. After Mao's death, he performed a similar service for Deng Xiaoping by composing reasoned expositions of the need for policy reforms.

Hu was one of the so-called White Area group Communists, who worked in Shanghai and other capitalist cities of China in the 1930s instead of pursuing the romantic guerrilla campaigns of Mao in the countryside. No love was lost between these two groups which converged in 1945 to form the Communist Chinese leadership, and later China's government.

Mao was a peasant, Hu the son of a wealthy landowner. Hu knew how to polish and present new ideas, and served as Mao's confidential secretary in the crucial final years of the civil war against the Kuomintang. The famous resolution on party history which accompanied Mao's triumph at the Communist party's seventh congress in 1945 was drafted by Hu. It gave full ideological and historical underpinning to Mao's successful leadership. Hu's reward was to be made head of the New China News Agency, a member of the central committee and deputy director of propaganda.

But then Hu fell foul of Mao's clique in the cultural revolution of 1966, being denounced as a follower of Mao's rival Liu Shaoqi. He

resurfaced in the late 1970s as a supporter of Deng Xiaoping and took a leading role in the indictment of Hua Guofeng, the interim leader who succeeded Mao in 1976. Hu's major article published in the *People's Daily*, "on the practice of Communist ideology," provided the intellectual groundwork for the charge that Hua had stepped out of line ideologically.

Along with Hu Yaobang, Hu Qiaomu now appeared to be one of Deng Xiaoping's most trusted assistants during the period immediately before and after Mao's death, when the left-wing Gang of Four had to be dealt with. Leftist supporters of Mao publicly condemned the two Hu's in Democracy Wall posters in 1979 for their revisionist criticism of the cultural revolution of the 1960s.

Hu had provided Deng with a masterly rewriting of party policy in 1978, freely quoting Lenin on the need for personal incentive in the economy, with individual responsibility accompanying collective discussion. This text, hailed by China watchers as a landmark in the history of Chinese socialism, conceded for the first time that socialism would not necessarily create better productivity growth than capitalism.

But Hu's innate conservatism could not stomach the extent of the economic reforms which Deng introduced in the 1980s. He became a leader in the campaign against spiritual pollution and aligned himself with other White Area senior party leaders in resisting the extension of reforms to politics, or the diminution of party power, which his erstwhile ally Hu Yaobang had advocated. After the army crackdown in Tiananmen Square in 1989 he became a leading advocate for a return to Communist ideological orthodoxy in political values.

At his death there were few Chinese to mourn him. But there are not many Communist functionaries in China or elsewhere who have raised up one hero (Mao) only to cast him down, and then sought to do the same with another (Deng). He is the fourth major conservative figure in the Chinese leadership to die this year, bringing nearer the change in Peking's political climate.



Appointments

Latest appointments include: Dr Conrad Swan, York Herald and Registrar of the College of Arms, to be Garter Principal King of Arms, on the retirement of Sir Colin Cole.

Mr Hubert Chesshyre, Chester Herald and Secretary of the Order of the Garter, to be Registrar of the College of Arms.

Mr Ramona Subba Row to be a member of the Broadcasting Complaints Commission.

Legal: Mr Peter Richard Rogers to be a Taxing Master of the Supreme Court.

Mr Paul Christopher Tain to be a Provincial Stipendiary Magistrate for the East and West Sussex constituencies, based at Brighton, from October 12.

Mr John Prior to be Junior of the Midlands and Oxford Circuit. Mr John Edwards to be Assistant

Carey loses his right-hand man

By RUTH GLEDHILL, RELIGION CORRESPONDENT

ONE of the key jobs in the Church of England is to become vacant after the selection of the Archbishop of Canterbury's chaplain, Canon Graham James, to be Bishop of St Germans, diocese of Truro.

The name of Canon James, who was appointed chaplain to Lord Runcie in 1987 and stayed on as chaplain to Dr George Carey, is little known outside the church but, as the man who bears the primatial cross at all big functions, he has appeared on television and in newspaper photographs almost as often as the two senior clerics.

Canon James preceded Dr

terbury Cathedral during his enthronement last year, and was in attendance on Lord Runcie for state occasions and services during the late 1980s. One former member of staff at Lambeth said: "The chaplain has to be a combination of private secretary, backstopper, man, diplomat, valet and keeper of the diary. At Lambeth, he also has to have a theological head, because almost nothing comes across the archbishop's desk which does not have theological implications."

In contrast to the archbishop, an evangelical, Canon James is a moderately liberal catholic who trained for the ministry at Cuddesden theo-

logical college. A former colleague described him as an exemplary chaplain. Canon James will have been instrumental in ministering to the archbishop and helping him to emerge smiling from his difficult first year. He has helped Dr Carey research and produce his speeches, has travelled overseas with him, has had responsibility in his relationships with other faiths and is secretary to the archbishop's theological advisers.

The present Bishop of St Germans, the Right Rev Richard Llewellyn, is to become Bishop of Dover. Canon James spent his childhood in Devon and Cornwall.

MAURICE BURTON

Maurice Burton, zoologist and populariser of natural history, died at his home in Surrey on September 9 aged 94. He was born in Hornsey, North London, on March 28, 1898.

MAURICE Burton was one of the pioneers of the popularisation of natural history and gave pleasure and instruction to thousands over a long career. He originally intended to become a historian but a chance event stimulated an interest in natural history that was to become his profession and lifelong passion. While serving as a gunner in the Royal Garrison Artillery in the first world war he became captivated by the activities of ants living on the parapet of his trench.

On his return home six weeks after the Armistice, he applied to study zoology at King's College, London. The dean was not enthusiastic about the prospects of a career in zoology. However, Burton sought the advice of the professor, Arthur Dendy. "The up and coming subject," came the reply. Maurice Burton's career shows that Dendy was right. He helped turn zoology from the domain of a few academics and eccentric amateurs to a respectable subject of global significance that now attracts an army of followers.

Under the influence of Dendy, Burton chose sponges as a special subject for his degree. After a short spell as a schoolmaster he joined the staff of the Natural History Museum, South Kensington, as assistant keeper in charge of sponges. Between 1925 and 1958 when he retired as deputy keeper, he published over 70 scientific works on this obscure group of animals.

Early in his career Burton decided to avoid the trap of narrow specialisation. His working days were spent peering down the microscope at preserved specimens of sponges, so he took up field natural history as a pastime. This became a paying hobby when he began writing occasional articles for newspapers and in

1927 he started to write *Selborne Notes* in the *West Sussex Gazette* for a penny a line.

After the second world war, faced as he was with a growing family, his writing developed into a second career. From 1946 to 1964 he wrote regularly for *The Illustrated London News* and from 1949 to 1989 he supplied the weekly *Nature*



Note for The Daily Telegraph. He also contributed to many other newspapers and magazines and wrote some 70 books. He was a frequent lecturer and a participant in radio programmes. Although initially involved with the conservation movement that started after the war, he decided that his objective should be to make the public interested in

animals. They would then more readily support the conservationists' pleas for their protection.

The special appeal of Burton's writing lay in his immense curiosity and acute observations of everyday animal life, coupled with his ability to explain their significance in terms that caught and held the attention of lay people, yet were often sufficiently original to interest professional zoologists. He was also fascinated by animal legends and mysteries and he became absorbed by the Loch Ness Monster. He decided to reassess the evidence with the objectivity of a zoologist. He re-examined reports of sightings instead of accepting them at face value and conducted experiments into the accuracy of eye-witness testimony. The result was a reinterpretation of many classic monster sightings and a conclusion that "there were no such animals. Exports on the 'Surrey Puma' in the 1960s were treated to the same sceptical and objective analysis.

On retiring from the Natural History Museum, Burton formed a partnership with his daughter Jane, a wildlife photographer, and younger son, Robert, who also became a writer. Their garden became a sanctuary for hundreds of animals - usually injured or abandoned youngsters. They enabled him to study in detail the family life of foxes, the talking ability of parrots and the unexplained phenomena of anting in birds and self-anointing in hedgehogs.

In the last 20 years of his life, Burton returned to his original interest in history, founding a village history society and channeling his still abundant energy into recording, researching and preserving the neighbourhood's past. One of his notable achievements was to raise funds and restore a Tudor pigeon house, a project which won a Civic Trust award.

In 1929, he married Margaret Madecan who died in 1990. He is survived by one daughter and two sons.

PAUL TULLY

Paul Tully, political director of the US Democratic National Committee and a leading behind-the-scenes figure in this year's presidential election campaign, died of presumed heart failure in Little Rock, Arkansas, on September 24, aged 48. He was born in New York City.

GOVERNOR Bill Clinton's campaign for the United States presidency will be inevitably weakened by the sudden death of Paul Tully, whose body was found by a maid in his hotel bedroom. Tully, a political veteran who had

worked in every presidential election since 1968, was generally acknowledged to be one of his party's best strategists and most impassioned professionals.

"This guy's whole life was Democratic presidential politics," said James Carville, senior strategist for the Clinton campaign. "He had worked for four years on this - he had every map, every target, he probably knew the name of every swing voter in the country."

For all his expertise, however, Tully seemed to have a knack for picking candidates destined for failure. He worked for Senator Edward

Kennedy in 1980, for Walter Mondale in 1984 and for Senator Gary Hart in 1987.

In 1988 he was briefly a top aide to Michael Dukakis, but resigned from that post along with the campaign manager, John Sasso, after Sasso admitted leaking a videotape showing that one of Dukakis's opponents, Senator Joseph Biden, had plagiarised a speech by Neil Kinnock. The disclosure helped to ruin Biden's campaign, and was apparently regarded by Dukakis as an unworthy tactic, a view not shared by Tully, who was known for his fierce partisanship and love of the game.

Tully had been convinced that the 1988 election was winnable for the Democrats.

Even when President Bush's popularity was at its height after the Gulf War in 1991 he continued to argue that a new Democratic majority was emerging in the US.

He made a tireless round of party gatherings to press his case, arguing against analysts who insisted that the 1992 election would centre on foreign policy and the ability to serve as commander-in-chief.

Accurately, as it turned out, Tully declared: "This is about money in my pocket, prices for the essentials of life, the level of fear on the block."

APPRECIATIONS

Mervyn Johns

IT WAS with a curious fascination that I and other American colleagues read your obituary (September 11) of Mervyn Johns, in large part because your item revealed how different our perspectives may be in several respects.

Despite his illustrious acting career and fatherhood of well-known actress Glynnis, it may interest you that - at least in New York - he is perhaps most renowned for his role of Bob Cratchit as a co-player with Alastair Sim as Scrooge in the 1951 film version of *A Christmas Carol*.

This was not mentioned in your obituary. Nevertheless, two generations of urban and suburban Americans have been treated faithfully to this movie via television, for possibly more than 25 years worth of the Yuletide seasons - often as late night wall before or after midnight Christmas services. While not entirely true to

the Dickens original, the film has achieved somewhat of a "cult" reputation here.

Frank Barbetta

HAVING taken a sabbatical from practice during my year of office, I was very sad to see your obituary of my old friend and patient, Mervyn Johns. Having first met him in 1976 and having arranged his admission to Denville Hall, it was my privilege to look after him for many years and with each professional visit I was given a "complete performance".

As well as his undoubted ranking in the top echelon of actors, he was indeed a perfect gentleman and, it should be mentioned, his enthusiasm for the oval ball and lack of same for the dentistry which he did not practise, all added to the fun.

Cyril Nemeth



Mervyn Johns, left, with Alastair Sim as Scrooge

Gerald Hanley

YOUR sympathetic obituary (September 23) of the Irish novelist, Gerald Hanley, states that his first book, *Monsoon Victory* (1946), "tells the story of the 14th Division in Burma" and its march down the "Khaban Valley". It tells, in fact, the story of the 11th East African Division, which was part of the Fourteenth Army, and its campaign in the Khaban Valley - which Hanley always spelled "Khabaw" Valley.

Your "abridgment" of his book implies that it has been neglected. However, those of us who served in this monsoon campaign have treasured it for almost half a century; and it is worth noting that it was twice republished as a paperback.

Monsoon Victory, indeed, could be considered as one of the two classic works of non-fiction, which Gerald Hanley wrote about Africans. The other was *Warriors and Strangers* (1971) which you rightly praise and recommend for reprinting. It was republished as a paperback in 1987; but, with the ordeal of Somalia thrusting itself upon us from

every television screen, this sensitive book, much of which deals with Somali problems, cries out for another reprint.

It is surely given to few novelists, Irish-born or otherwise, to write not only a classical novel on Africa, *The Consul at Sunset* (1951) which, as you say, Hanley "never bettered", but also two classical works of non-fiction about the inhabitants of that continent.

George Shepperson
Professor Emeritus



OCT 1 ON THIS DAY 1910

The author of this article was E.B. Osborn, a prolific writer on sport, including boxing and chess, but also a classical scholar who later wrote a book on *Socrates and became* literary editor of the *Morning Post*. He was succeeded in 1913 on *The Times* by Owen Owen, who became the paper's first accredited rugby correspondent.

RUGBY FOOTBALL

By a Correspondent
For once in a long while we have been enjoying the luxury of a "St. Martin's summer", and many of us were more inclined last Saturday to be sorry that cricket was over than to be glad that the Rugby football season had begun.

Enough rain to take the bone out of the ground and a touch of frostiness in the air are required to bring out the finer points of the Rugby game. Until these conditions are fulfilled, we have to be content with the fast scrambling struggles seen last Saturday, which, though they provide the opportunities with the game, the average spectator a chance of indulging in hero-worship, do not throw much light on the general merits and demerits of a team and, more particularly, leave us very much in the dark as to the capacity of the pack for hard honest work in the scrum.

More often than not, these September matches, the late G.E. Lindsay described one of them years ago as "a silly stampede more like prisoner-bait than football" were only to darken counsel; and there are other reasons for regretting that the opening of the season is no longer postponed to October. Here is the least obvious of the arguments against entering on a programme of serious matches prematurely. Of late years, there has been an epidemic of sprains and strains during the first few

weeks of the season; and in many cases, especially where the knee, that hard-worked joint, has been affected the cure has been incomplete - often, though not always, because a long enough rest was not taken. In several instances most promising players have not attained the highest honours because they were constantly becoming "crooked" as the result of an injury early in the season.

If the period of preparation and practice were extended, the risk of an early breakdown would be reduced and it would not be necessary to deplore the temporary retirement owing to injuries of a number of "probable" and "possible" when the season is at its height and the English trial matches are beginning.

As regards the alterations of the rules suggested by Australia and New Zealand, nothing can be done to meet their wishes until they are directly represented on the International Board, a form of representation to which all the Rugby-playing Dominions are clearly entitled. There is much to be said in favour of their suggestions, and the Rugby Union Committee has wisely given permission of an experimental trial thereof.

A few yards restriction at the line-out would prevent bunting on the touch-line without the handicapping a side on the defence to any appreciable extent. Dividing the game into four periods in order to equalise the distribution of weather also seems an unobjectionable change. The abolition of the necessity of making a mark in the case of a fair catch is a more doubtful reform. How otherwise is a player to explain his intentions?

The fourth Colonial suggestion, that the referee should put the ball into the scrum, is worthy of discussion. Among sportsmen no such rule is necessary, but where half-backs are given to sharp practice (it is, alas, a frequent case) there would be a great saving of time and of the breath that takes the form of excusable expositions.

Birthdays today

Miss Julie Andrews, actress and singer, 57; Admiral of the Fleet Sir Vary Begg, 84; Mr Morris Caplan, former general administrator, Glyndebourne Festival Opera, 76; Mr Jimmy Carter, former American president, 68; Mr R. de C. Chapman, headmaster, Malvern College, 56; Cardinal Cahal Daly, Archbishop of Armagh, 75; Mr Sandy Gall, broadcaster, 65; Mr Richard Hambro, chairman, Cancer Relief Macmillan Fund, 46; Professor Sir Stuart Hampshire, educationist, 80; Professor John Reid, clinical pharmacologist, 49; Professor Sir Roland Smith, former chairman, British Aerospace, 64; Sir Robert Telford, life president of the Marconi Company, 77; Miss Joan Thomas, biochemist, 50.

Today's royal engagements

The Princess of Wales will receive the 1992 Marshall scholars at Kensington Palace at 11.00; and, as Patron of the International Spinal Research Trust, will attend a reception at Willis Cartoon, Ten Trinity Square, EC3, at 6.45.

Princess Margaret, as President of the Girl Guides Association, will give a reception at Kensington Palace for Queen's Guides at 5.00. The Duchess of Gloucester will open the Village Community Centre at Golden Common, near Winchester, at 1.40; will open the school hall at Horndean Community School at 2.50; and will open the Co-operative Housing Scheme at Buxton at 3.40.

The Duchess of Kent will visit Thomas Edward Mifflon House, Newport Pagnell, Buckinghamshire, at 11.30; will open the 2nd phase of Milton Keynes hospital at 12.15; and will open a pre-school playgroup centre at Olney at 3.30.

EX-112150

Nepalese rescue workers said they were intensifying the hunt for the crucial "black box" flight recorder, which monitors details of the aircraft's flight. The recorder had mistakenly been reported found among the debris on Tuesday. The cockpit voice recorder, which monitors instruments by the aircraft crew, was found on Tuesday.



and printed by Times Newspapers Ltd at Virginia
and at Knowsley Park Industrial Estate, Kitting Road,
2000, Thursday, 21st September 1989.

TODAY IN BUSINESS

OIL RUSH



BP has discovered the Muslims in Azerbaijan like the green of its logo. Others, too, are flocking to join what may become another oil rush
Page 23

LOSSES CUT

Brent Walker has cut interim losses almost by half, but the troubles of the company are far from over
Page 21

DU PONT DEAL



The EC Commission gave the green light to a nylon-for-acrylics swap deal between ICI and Du Pont of America
Page 20

KILROY HERE

Having gone from politics to television, Robert Kilroy-Silk has now set his mind on running his own business
Page 25

ACCOUNTANCY



Robert Bruce argues in favour of a change in the law to make auditors more accountable
Page 26

THE POUND

US dollar 1.7770 (+0.0085)
German mark 2.5095 (0.0177)
Exchange Index 83.7 (same)
Bank of England official close (4pm)

STOCK MARKET

FT 30 share 1860.6 (-16.0)
FT-SE 100 2553.0 (-12.5)
New York Dow Jones 3268.96 (+2.16)
Tokyo Nikkei Ave 17399.08 (-349.01)

INTEREST RATES

London: Bank Base: 9%
3-month interbank: 9 1/8-9 1/4%
3-month eligible bills: 8 1/2-8 3/4%
US: Prime Rate: 8%
Federal Funds: 5 1/4%
3-month Treasury Bills: 2.68-2.69%
30-year bonds: 9 1/2-9 3/4%

CURRENCIES

London: New York
£: \$1.7825
£: DM1.4140
£: Sfr1.2255
£: FF4.7815
£: Yen119.96
£: Index: 83.7
ECU: 50.76781
ECU: 120.033
London: New York
£: \$1.7815
£: DM1.4140
£: Sfr1.2255
£: FF4.7815
£: Yen119.96
£: Index: 80.1
ECU: 50.76781
ECU: 120.033
London: New York
£: \$1.7815
£: DM1.4140
£: Sfr1.2255
£: FF4.7815
£: Yen119.96
£: Index: 80.1
ECU: 50.76781
ECU: 120.033

GOLD

London: New York
AM \$349.00 PM \$348.00
Close \$348.30-348.70
COT: 105.80-106.30
New York: 105.80-106.30
COT: 105.80-106.30

NORTH SEA OIL

Brent (Oct) \$20.10/bbl (\$20.20)

RETAIL PRICES

RPI: 138.9 August (1987=100)
* Denotes midday trading price

Lenders 'breathed a sigh of relief' after the suspension of sterling

Scottish bank chief attacks ERM rules

By Jonathan Prynn and George Sivell

THE European exchange-rate mechanism contained the seeds of its own destruction, and most lending bankers "breathed a sigh of relief" when sterling was forced to pull out last month, one of Britain's top commercial bankers claimed yesterday.

Bruce Patullo, the Governor and chief executive of the Bank of Scotland, made the comments the day after Robin Leigh-Pemberton, the Governor of the Bank of England, emphasised the importance of exchange-rate targets in the battle against inflation in a speech in London.

The remarks from Mr Patullo, who was last year voted Britain's most highly respected banker and has been tipped as a "dark horse" possible successor to Mr Leigh-Pemberton, were seen as unusually outspoken for a banker normally regarded as the embodiment of understated Presbyterian caution.

In the half-year statement from the bank, which presented interim results, Mr Patullo referred to "the traumatic events in the currency market" last month, which resulted in sterling's withdrawal from the ERM, an effective devaluation and a government economic policy vacuum.

The upheaval served as "a useful reminder that the rules of the ERM, which initially

provided a useful discipline for members during a period when the European economies were converging, if not modified over time to reflect major extraneous events and divergent economic trends, create rigidities which may carry the seeds of their own destruction", he said.

Mr Patullo also welcomed the lower level of interest rates. He added that while there were dangers in bringing down interest rates too quickly, the US experience had shown that a gradual easing of rates was not always effective. He remained concerned about the pace of recovery because the "bottom-fishers" who normally pick up assets on the cheap at the bottom of the recession are still not in evidence. "If I was sitting in the Treasury I would be a bit worried," he said.

The Edinburgh bank presented results showing once again that it is weathering the recession far better than most of its clearing bank competitors. Pre-tax profits were down only 2 per cent at £74.2 million for the six months to end-August. It has avoided the full effect of the downturn because of its relatively small exposure in the Southeast of England.

The bank slightly increased its market share and increased its sterling lending by 7 per cent in a generally flat market.

Total asset growth during the six-month period was 5 per cent.

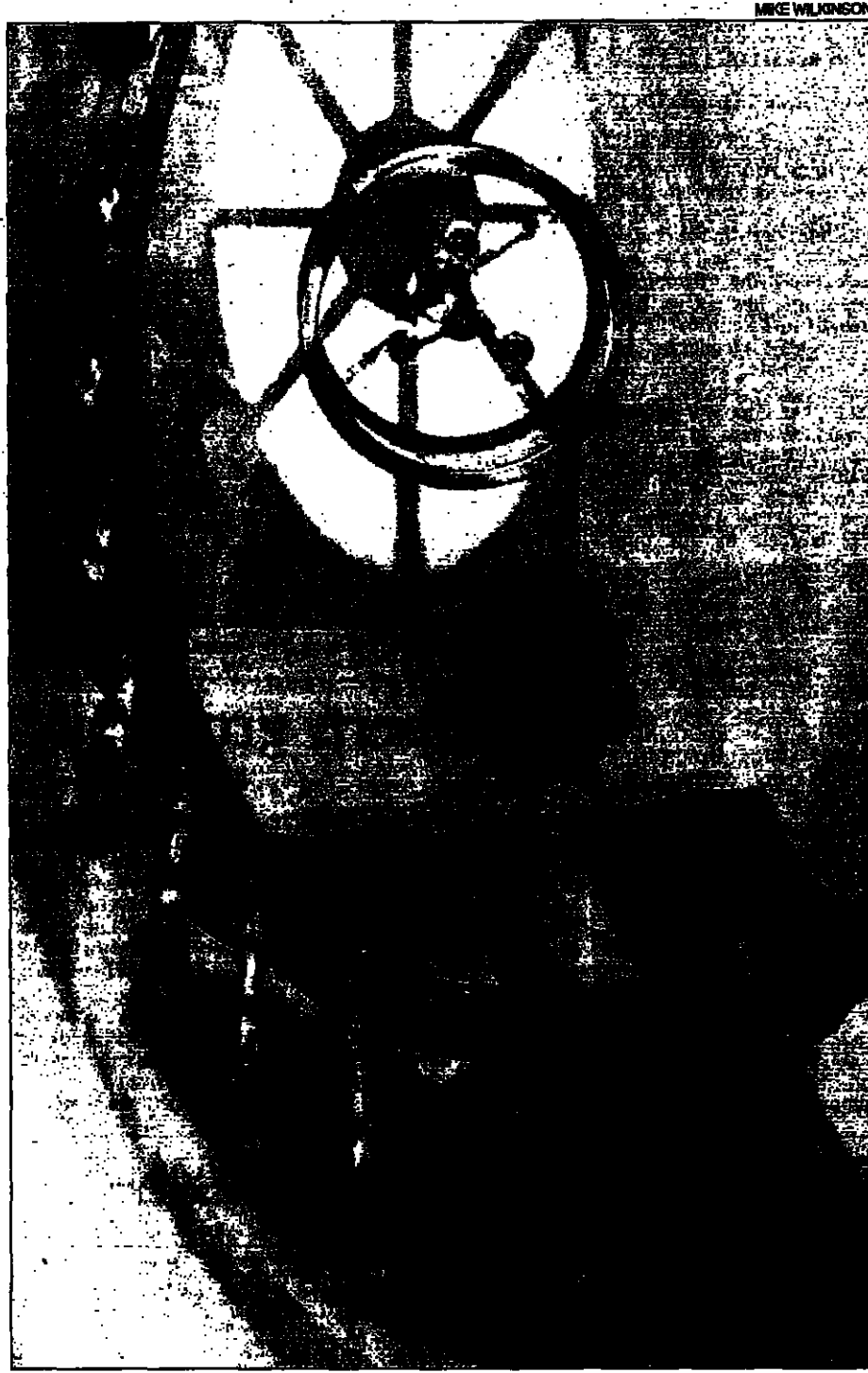
Bad debt provisions remained at roughly the same level as for the previous two half-year periods at £129.3 million, representing 0.65 per cent of average advances. The interim dividend increased 4 per cent to 1.77p.

The pound fell to just above DM2.50 yesterday after Helmut Schlesinger, Bundesbank president, stamped out talk of a German interest rate cut. He said there was "no basis" to speculation about future monetary policy.

Sterling ended at DM2.5095, down from Tuesday's close of DM2.5272. Against the dollar sterling rose from \$1.7685 to \$1.7770 leaving the trade weighted index unchanged at 83.7.

The mark soared against the lira after market talk that Rome planned to freeze 30 per cent of bank deposits. The rumours were denied by the Italian government but not before the lira touched a low of 993 per mark in early trading, before recovering to about 877 late in the day. It closed at 844 on Tuesday. Rumours that Spain was about to withdraw from the ERM put pressure on the peseta.

Tempos, page 22
Comment, page 23



Point of view: Bruce Patullo, who says ERM rules "contain seeds of their own destruction"

Tunnel operator wins backing

By Our City Staff

EUROTUNNEL, the Channel Tunnel operator, won two significant victories, a legal ruling in its favour and against the builders of the project and the blessing of its bankers to draw down more funds.

The International Chamber of Commerce has reversed an earlier decision by the project's disputes panel in March that Eurotunnel must pay an extra £50 million a month of interim funding to TML, the builders' consortium.

Eurotunnel had appealed against that decision to the ICC. Both parties are locked in a £1.2 billion dispute over cost overruns on the £8 billion-plus project, and the builders had been granted the interim payments to tide them over until the long-running negotiations are resolved.

The International Chamber of Commerce has also issued a mild warning to the disputes panel, saying it must take care in future not to pre-judge the issue of the pricing of the fixed equipment on the project.

At the same time, Eurotunnel's 200-strong banking syndicate has approved a waiver of banking covenants for another two months to allow the company to draw down up to £200 million from its loans to continue fitting out the tunnel and the two terminals.

The four main banks, Midland, National Westminster, Banque Nationale de Paris and Credit Lyonnais, had supported the extension to allow the completion of the project and settlement of the dispute with TML, which had then been put to the other banks for a vote.

The two decisions will allow Sir Alastair Morton, the chief executive, to give an upbeat half-way report to his shareholders on Monday. Sir Alastair is also expected to publish new traffic projections for the tunnel that are more favourable than those drawn up by outside contractors.

The contractors were hinting that the decision by the International Chamber of Commerce may accelerate a settlement of the dispute. "Today's decision may well give added impetus to this effort, as TML must continue to safeguard the interests of its member companies by reserving its position on works outside its contractual commitment," a statement said.

Another 2,200 redundancies increase job market gloom

By Patricia Tehan

BRITISH workers faced more redundancies and pay pressure yesterday as almost 2,200 jobs across the country were cut and Rover, the carmaker, imposed a pay freeze on its staff. The latest avalanche of job losses started last week, when more than 6,000 jobs were axed; another 4,000 followed on Monday.

Rover announced plans to impose a six-month pay freeze on its 34,000 staff from November. It blamed the depressed state of the motor industry and told union leaders the freeze was part of an effort to protect jobs.

The company said it was sticking to a "new deal", guaranteeing jobs, agreed in April. The unions, which had been due to submit a pay claim next week, attacked the freeze. Rover said it would still talk to them, but any pay rise would be deferred until next May. Senior managers' pay has been frozen since January last year.

John Smith, the Labour leader, attacked the government's jobs record, saying that the fear of unemployment was

casting a "dark shadow" over the country. Frank Dobson, Labour's employment spokesman, said: "What is needed is one redundancy in Downing Street to save the jobs of thousands of others."

IBM, the computer group, said it would shed 600 jobs in the UK at the end of October. Sites affected would include its Portsmouth headquarters and manufacturing centres in Havant, Hampshire, and Greenock, on the Clyde. The company said the cuts were to increase competitiveness and reduce overheads. They are part of a plan to cut 40,000 jobs worldwide.

Research Machines, a British computer maker, announced 120 job losses at its offices in Didcot, Oxfordshire, and Mill Street, Oxford. Research Machines achieved record sales of £65 million in its latest financial year but Gordon Derham, the managing director, said price cuts in the personal computer market forced the company to restructure to remain competitive.

Boulton and Paul, one of Britain's biggest joinery com-

panies, said it planned to make 387 workers redundant and to close 18 sales centres. The company will shed 27 jobs at its Norwich headquarters, 97 at its manufacturing plant in Maldon, Essex, 66 at Lowestoft, Suffolk, 115 at Melton Mowbray, Leicestershire, and another 82 sales staff.

National Power and PowerGen, the two privatised electricity generators, are to cut 220 jobs by closing and slimming down power station operations. National Power said there would be further closures over the next three years.

Eastern Electricity is to make 90 staff in its contracting division redundant before the end of the year; it blames recession in the construction industry.

British Rail's bulk freight haulage arm, Trainload Freight, is to axe nearly 90 jobs with the closure of its locomotive and train crew depots at Grangemouth, Scotland, next April.

Power job cuts, page 25

Jubilee rescue stays on track

By Matthew Bond

THE government is considering final proposals from the administrators of Canary Wharf to save the threatened extension of the Jubilee Underground line to the project in London's Docklands.

Stephen Adamson, Nigel Hamilton and Alan Bloom, the accountants from Ernst & Young who are now running the project, yesterday passed the proposals to Lord Wakeham. He heads a government committee on Canary Wharf; it was established shortly after the £2 billion project was placed in administration in May.

Under a deal agreed, but never signed, with Olympia & York, Canary Wharf's Canadian developer, the government has committed more than £1 billion to building the tube line from Green Park to Stratford. That, however, is conditional on the private sector coming up with a £400 million contribution.

The administrators' proposal is designed to meet that requirement, with £100 million being put up in cash and the balance paid over a period of 20 to 30 years, as originally agreed between O&Y and the

government. However, the administrators will only be able to come up with the cash if the government, in turn, undertakes to relocate several thousands of civil servants to Canary Wharf.

The development is one of four Docklands options the government is considering; a fifth alternative would be to keep the civil servants in Westminster.

The administrators hope that an early decision by the government in Canary Wharf's favour will not only lead to an early start to tunnelling work, but remove the biggest uncertainty that has been hanging over the project.

That would enable the administrators, who are acting on behalf of the 11 banks which collectively have lent Canary Wharf more than £550 million, to drive a much harder bargain with the ten parties that are reported to have expressed interest in investing in the project.

Although the administrators have made considerable efforts to meet the government's original requirements, the biggest threat is that the government, anxious to cut

public spending, will decide that cancelling the tube extension is an easy and relatively painless way of saving over £1 billion of public funds.

The administrators yesterday announced that the future of the Thames Riverbus service had been secured "for some time" by investors who had pledged an unspecified amount of money towards keeping the service afloat. At the end of June, investors came up with £300,000 to keep it operating until the end of September.

Shareholders hear sound of silence from Ratner

By Martin Waller
DEPUTY CITY EDITOR

GERALD Ratner, deposed chairman of the jewellers chain, has had ample opportunity to reflect on the adage that 'silence is golden'. Few have forgotten his remarks last year that one product was "total crap" which triggered a customer revolt and a slide in the share price.

Mr Ratner, once one of the most volatile and publicity-hungry bosses and still chief executive of Ratners Group, was taking his new-found reticence to Trapnell extremes yesterday. He failed to open his mouth once at a 90-minute annual shareholders' meeting despite repeated angry calls for his sacking.

After the meeting Mr Ratner left hurriedly, guarded by security staff hired by the company, which had the effect of forcefully discouraging further questions from investors. He later failed to join other directors in mingling with shareholders. Aides said he had a prior appointment.

Ratner's misery was compounded by a set of interim figures accompanying the delayed meeting that showed



In a hurry: Gerald Ratner arrives at London's Connaught Rooms for yesterday's meeting

pre-tax losses deepening during the first six months to August 1, from £17.7 million to £30.6 million. There is no interim dividend, against a 2.4p payment last time. James McAdam, Mr Ratner's replacement as chairman,

must have thought things could get no worse, until he heard from a big American holder of Ratners' variable-rate preference shares. James Jenkin, managing director of First Boston Corporation, put down a marker that any

attempted financial restructuring would need the blessing of the holders of all classes of Ratners' preference shares — who, after the suspension of their dividend payments control 28 per cent of the voting rights — before joining

other shareholders in savaging the board.

Mr McAdam told the meeting it was premature to talk of any refinancing until the results of all-important Christmas trading and the success of a cost-cutting strategy review were apparent. "There is no quick fix. It's going to take some time to return the group to an acceptable level of profitability," he said.

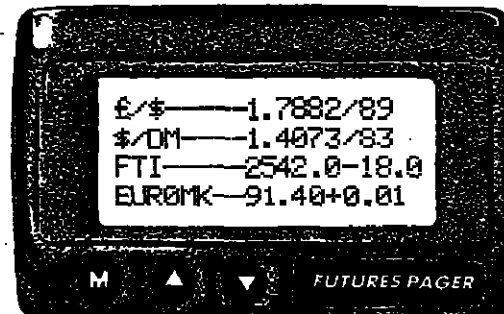
One shareholder disagreed. "The quickest fix is the resignation of Gerald Ratner," he said, to a roar of agreement. Mr McAdam retorted: "The issue of Gerald's resignation is not on the table."

The board's pay has been cut by a third this year. Mr Ratner earned £574,000 last year. The cut was not enough for several shareholders who wanted directors to forgo payment entirely.

One, at least, did not begrudge Mr Ratner a penny. "I wish he could have received that remuneration and stayed at home instead of running the business," said David Sofer, "because I think the shares would have been worth more than 9 1/2p now."

Comment, page 23

AS IT HAPPENS, IT'S THE BEST.



Find out why more traders in the UK rely on Futures Pager than on any other financial information pager.

KEEP A BETTER GRIP ON THE MARKET

Call now for your FREE 7 day trial.

071 895 9400

Luxembourg 467 571 Singapore 220 5111 Switzerland 021/803 43 34

FUTURES PAGER

FROM TOM WALKER IN BRUSSELS

Rhône Poulenc, the French state-owned chemical company, is Du Pont's biggest competitor in the EC but has only half its sales; it complained to the commission about the swap's implications. The complicated deal arranged with Brussels will reduce Du Pont's share of the

"The decisions will not affect workers in Britain," Sir Leon said. "All the things I have talked about refer to Germany. British factories will all be under Du Pont."

He denied that the German workforce, which also numbers about 3,000, was threatened by a shake-up: "Nobody's going to be put in irons and handed over to another company."



By MATTHEW BOND

A FALL of 21 per cent in net assets per share, resulting from the continued difficulties in the commercial property market, has caused Scottish Metropolitan Property to go back on a commitment to pay a final dividend of 2.9p. The decision comes a week after Greycoat, another highly geared property group, said it would not be paying a previously announced final dividend.

Scott Cairns, managing director of Scottish Metropolitan, said at the time of April's interim results, when the half-time dividend was cut to 1.5p, that the company intended to maintain the total payout at 4.4p. The total will now stay at the interim level.

Yesterday, the company said the confidence it had seen immediately after the general election had been short-lived and that there had been a

This was confirmed by an external valuation carried out for the group's August 15 year-end, which revealed that net assets per share would fall from 145p to 114p. Two years ago, they were 240p.

By COLIN CAMPBELL

STERLING'S devaluation should assist Cluff Resources, a gold mining and exploration group, in the second half of 1992, said Algy Cluff, the chairman. He reported pre-tax profits down to £1.09 million from £802,000 in the six months to June 30.

The group suffered from the lowest sterling gold price for 13 years and, to some extent, from harsh economic conditions in Zimbabwe. Cluff operates that country's largest gold mine, Frodo, between

Every £10 movement in the sterling price of gold has a £700,000 impact on the group's pre-tax profit. Since June 30, the gold price has advanced by £30 to about £200 an ounce, which should assist margins, Mr Cluff added.

Cluff says the results of exploration drilling near Bulawayo, Zimbabwe, have been encouraging and negotiations with bankers on project finance for the promising Ayanfuri gold mine, in Ghana, are progressing.

There has been successful exploration at a lead and zinc deposit in Yemen, and off the coast of Oman for gas. Last year, the group was granted gold licences at Geita, Tanzania, the site of what was once East Africa's largest gold mine.

Total gold production in the first half of 1992 was 35,625 ounces, up from 34,548 produced in the first half of 1991. Cluff traditionally pays a final dividend only. The shares eased 2p to 11½p.

[illegible]

Brent Walker cuts losses to £79.4m at half time

BY MATTHEW BOND

BRENT Walker, the leisure group given a reprieve by its bankers in March, has cut interim losses. In the six months to the end of June it made a pre-tax loss of £79.4 million, down from a loss of £133.5 million in a 28-week period to July 14 last year. There is no interim dividend again. The fall in pre-tax losses disguises a deterioration in trading at the two businesses that are supposed to secure the long-term future of the company — William Hill, the bookmaker, and Pubmaster, the public house chain.

Ken Scobie, who since the departure of Lord Kinnerley in July has been acting chairman as well as chief executive, said the figures exaggerated the downturn because a 28-week period in 1991 was being compared with a 26-week period in 1992. "I am

extremely satisfied with William Hill. On a like for like basis, turnover is actually up 2 per cent." Mr Scobie blamed increases in rents, rates and wages for the drop in operating profits from £32.7 million to £26.7 million. William Hill's operating margins fell to 3.8 per cent.

The £300 million dispute between Brent Walker and Grand Metropolitan over the price paid for William Hill in 1989 is to be settled by an independent expert, who is expected to start considering submissions soon.

Operating profits from Pubmaster, which now operates 1,983 managed and tenanted public houses, fell from £7.2 million to £6 million. Mr Scobie said the figures were not comparable because of big changes in the division involving the sale of the Harlepool brewery and the purchase of many public houses.

The results cover the period when Brent Walker's 60 banks finally signed a refinancing agreement for the company's £1.6 billion of debt. The restructuring involved a £250 million debt-for-equity swap, which cut the company's negative net worth from £455 million to £258 million at the half-year end. Net bank borrowings at the half-year end were £1.3 billion, with a further £90 million owed to holders of convertible notes.

As part of the refinancing, it was agreed a substantial element of the interest bill would be converted or deferred. But despite the conversion and deferral of more than £70 million of interest during the half year, the company's £29.5 million operating profit failed to cover the £37.3 million of interest payable.

Brent Walker's total interest bill of £108 million, together with a further £1 million of costs associated with the restructuring, resulted in the pre-tax loss of £79.4 million. Last year's interim losses were boosted by £31.5 million of property provisions.

Banks may challenge vote result

LAWYERS acting for banks that lent money to George Walker, former chairman of Brent Walker, may challenge last week's vote for Mr Walker to make a voluntary arrangement with creditors.

The arrangement was approved by creditors owed £136 million by Mr Walker out of a total of £180 million, giving him just over the 75 per cent majority required. But some banks are concerned that there were procedural irregularities in that proxy votes were accepted by facsimile.

Raymond Hocking, of Stoy Hayward, the accountant, chaired the meeting. A Stoy Hayward spokesman said Mr Hocking had followed normal practice. Guidelines from the Society of Practitioners of Insolvency preclude proxy votes by fax for creditors' voluntary liquidations, but there are no guidelines for individual voluntary arrangements.



Meeting of minds: Peter Middleton, left, and Neil Shaw have begun the process of healing divisions between working and external names

Woolley joins BM to see shares slide

BY MICHAEL TATE, CITY EDITOR

MOGER Woolley, the former chief executive of DRG, is moving into the chair at BM Group, the construction equipment group whose share price slumped last summer when Roger Shute, its driving force, was forced to stand down for health reasons.

News of Mr Woolley's appointment as non-executive chairman accompanied results for the year ended last June showing only a marginal increase in pre-tax profits from £34.1 million to £34.6 million, despite a surge in turnover, from £396 million to £519 million.

The figures include four months' results from the £42.67 million Thomas Robinson acquisition.

Earnings on the capital enlarged by last February's £60 million rights issue have fallen from 27.2p to 23.4p a share, but Matthew Thorne, the current chairman, is making use of the high level of cover available to hoist the dividend. A final payment of

2.9p makes 5p for the year, against 3.4p previously, and Mr Thorne says shareholders can look forward to "a materially higher level of dividend" than previously paid.

The move failed to impress the market, where the share price, which plunged from 398p to 70p during a three-week spell in July, dipped 15p to 91p.

Mr Thorne said shareholders' funds had improved from £94 million to £171 million, and that, with the help of a positive operating cash flow, borrowings had been cut from £90 million to £61 million, for a 36 per cent gearing level. No further acquisitions were planned for the time being.

On trading, Howard Sutton, the chief executive, said there was clearly no improvement in conditions, "although certain of our businesses are outperforming the market".

Tempus, page 22

Initiative launched 'out of frustration over economy'

Firms set up group to stress plight of UK manufacturing

BY PATRICIA TEHAN

A GROUP of 34 British manufacturers has set up the UK Industrial Group in an attempt to put manufacturing back on the government agenda and persuade the public from school children to City financiers to take an interest.

Founder members include the Bodyshop and are mostly small manufacturers with sales of between £1 million to £80 million.

David Turnbull, director-general, said the group was formed "out of a sense of utter frustration with the state of the UK economy and the way it has been declining for decades". He added: "Britain no longer manufactures enough to pay its way in the world and as a result we lose money hand over fist."

He issued a warning that the trade deficit would continue to grow unless manufacturing was put first and Britain had a "national strategy to

show how we can arrive at a balance of trade surplus".

Mr Turnbull said: "The position is deteriorating almost daily. Industrial-based enterprises are ceasing to trade week in and week out, and even in times of severely curbed consumer spending the trade gap is still widening. The problem is now so horrendous that positive action needs to be taken as a matter of extreme urgency."

Meanwhile, the Confederation of British Industry has won support from 150 leading companies for a voluntary environmental code of practice. This coincides with the separate launch in Glasgow yesterday of the Institute of Environmental Managers, backed by Scottish industry.

Backers of the CBI code have agreed to designate a board level director with responsibility for the environment; set, implement and re-

view targets on environmental performance; publish a corporate environmental policy statement and give public reports on progress in achieving targets. Companies include ICI, BP, IBM, British Nuclear Fuels, Boots and Kodak.

Andrew Balza, head of the CBI's environmental management unit, said the CBI believes it is "in the long-term interests of business to identify its own targets and then voluntarily implement plans to improve performance".

The Scottish IEM initiative has the support of Scottish industry, Scottish Enterprise, the Scottish Office and the Centre for Business in Scotland. It aims to provide a forum for the exchange of information between environmental managers in industry, commerce and local government; stimulate environmental competence; and raise the status of the environmental manager.

Lloyd's groups to look at losses

BY JONATHAN PRYNN, INSURANCE CORRESPONDENT

FOUR high-powered groups of working and outside members of Lloyd's are to be set up to examine possible solutions to the financial difficulties facing thousands of loss-making names.

The agreement to set up the groups was reached at a meeting between Peter Middleton, the market's new chief executive, and Neil Shaw, chairman of the Association of Lloyd's Members (ALM).

The meeting is seen as the start of a process aimed at healing divisions between names who work in the market and the several thousand outside names who have made vast losses.

The four committees will comprise six to eight members each, including representatives from the Lloyd's Underwriting Agents' Association, names' action groups and the ALM. Three committees will examine key aspects of names' hardship such as open years. They will report to a fourth committee, chaired by Dick Hazell, a deputy chairman of Lloyd's.

It is thought that appointments to the committees will be made within the next week. The ALM is trying to persuade respected business figures who are also names, to participate.

Mr Middleton, who took over from Alan Lord last month, is expected to sit on at least one of the committees. He said his initial meetings with names had demonstrated that "they do want to see signs that the whole community at Lloyd's is tackling these problems with some vigour".

Mr Shaw said he expected that the committees would have "a fairly heavy work schedule for two to four months". He was "very positive" about prospects for the talks, which follow two years of acrimony and threats of legal action from external names.

A long-awaited report into losses suffered by the Gooda Walker syndicates is likely to be published on or soon after October 8. Another report, from a committee headed by Sir Patrick Neill, QC, on the losses at the Feltrim syndicate will be out by the end of October.

Betacom falls to interim loss

Betacom, the distributor of portable telephones where Amstrad now has a 71 per cent holding, dropped to a pre-tax loss of £3.3 million in the six months to June 30 (profits of £129,000) after £1.97 million of restructuring costs and product rationalisation. There is again no dividend.

Ensor award

Ensor Holdings awarded a £100,000 golden handshake to Brian Morgan who resigned as chairman in June. Mr Morgan remains a non-executive director.

Well placed

Exploration Company holds £7 million in cash, bonds and high-yielding shares. Interim pre-tax profits fell from £1.34 million to £967,000.

Blockleys cut

Blockleys is cutting its interim dividend from 1.95p to 0.5p after pre-tax profits fell from £852,000 to £410,000.

Lincat rises

Lincat Group is paying a final dividend of 3.3p, making an unchanged 5.1p, on pre-tax profits of £810,000 (£708,000).

Power groups query debt auction scheme

PRIVATISED electricity companies have queried the mechanics of a government plan for them to bid for their own debt to the state, in an auction designed to raise £1 billion to offset government spending. The sale will still go ahead, though it could be modified (Graham Seargeant writes).

Several of the companies, which would compete with each other in an auction devised by Baring Brothers, are unhappy that they might have to show a large loss in their accounts if successful. The debt carries interest coupons of up to 13 per cent, well up on current interest rates for comparable companies despite recent market upheavals. Barings was also expected to redeem the debt at a premium over its face value, creating a capital loss. Some want the scheme to be changed so that

the stocks would not immediately be cancelled if they bought them, and they need not show a loss in their accounts. Creative accountants might come to their rescue, allowing them to write off any capital loss against interest savings over the originally intended life of the loans, some of which run until 2008.

There have also been doubts about the tax effects. If debt were refinanced at lower interest rates, borrowers would obtain less tax relief. The capital payment would not be tax deductible, although Barings proposes to make some allowance for this in the benchmark prices set to compare the companies' bids.

Similar considerations apply to BT, which is being asked to bid against institutional investors in a linked auction for tranches of its debt.

Hogg rises on keeping dividend

BY COLIN CAMPBELL

HOGG Group, the insurance broker, pleased the market by holding its 1992 interim dividend at 3.15p a share and by indicating that the final dividend would also be maintained. The shares rose by 14p to 131p.

Pre-tax profits fell from £8.26 million to £6.8 million in the six months to June 30, but James Vaughn, chairman, says the core broking businesses performed well in difficult times, and the group has underlying strength. Profits were dented by the impact of currency movements, weaker investment income and lack of capacity within the market.

For the first time in eight reporting periods, Hogg's underlying expenses rose faster than turnover. Mr Vaughn said, however, that though the first half bore the impact of higher costs, the revenue rewards would be evident in the second half.

Hogg says the insurance broking industry was plagued by factors relating to the economy, exchange rates, interest levels and market conditions in the first half, but most of its trading entities still managed to register significant growth.

Tempus, page 22

Rolls wins £40m orders

ROLLS-ROYCE has won two power orders worth a total of £40 million.

Thompson Nuclear Engineering, part of Rolls-Royce Nuclear Engineering Services, won a contract from Scottish Nuclear worth more than £20 million for an additional irradiated fuel dismantling cell at its Torness nuclear power station.

Reynolds Projects, the project management unit of NEI Reynolds, a Rolls-Royce subsidiary, won an order worth almost £20 million from Malaysia's Tenaga Nasional to build 13 sub-stations between Kuala Lumpur, the Malaysian capital, and Johar Bahru at the southern tip of the peninsula, under a two-year contract.

Food group barricades itself against predators

FROM REUTER IN PARIS

SHAREHOLDERS in BSN, a big French food group, approved a defence against predators and voted the son of Antoine Riboud, the company's 73-year-old chairman, on to the board.

The chairman said the defence, which caps shareholders' voting rights, would protect the group against "creeping" takeovers by American or Japanese firms wanting a foothold in Europe.

BSN already possessed a "poison pill", in that core shareholders could exercise warrants giving them a one-fifth stake in the event of a

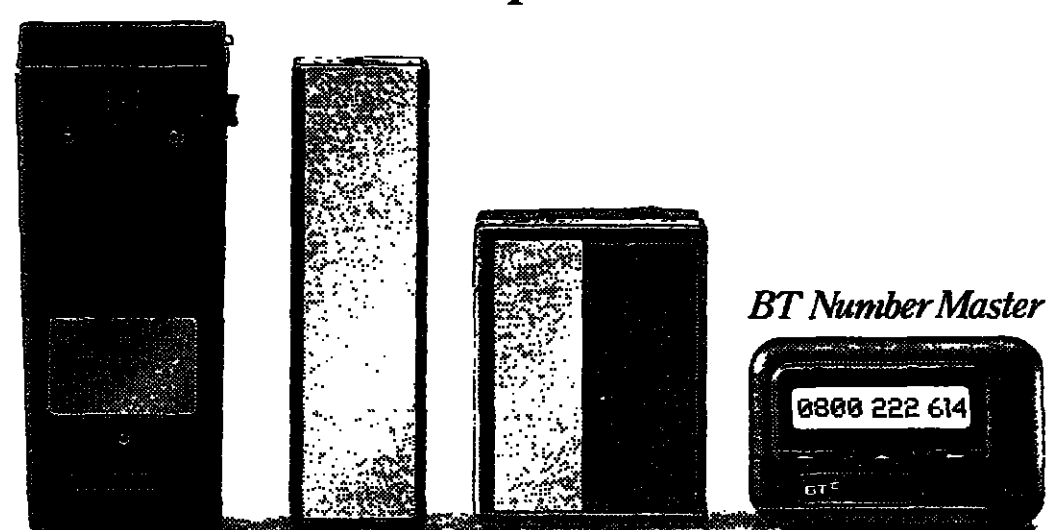
hostile bid. However, the cross-border battle earlier this year for Source Perrier, the water group, persuaded Riboud that BSN's takeover shield should be reinforced.

M Riboud told a shareholders' meeting that BSN had to be protected against any large shareholding that would confer "exceptional and unassailable power".

M Riboud's son Franck, BSN's director of development, was brought on to the board but his father said it did not mean he planned to step down soon or that his son had been chosen to succeed him.



From a 'Bleep' to a Number



Paging's come a long way since the bleeper.

The earliest form of pager known to man was the simple bleeper. Now there's a far more sophisticated creature altogether, the BT Number Master, the pager that gives you the telephone number of the person who wants to talk to you.

You can see the difference a Number Master makes

A BT Number Master with Direct service allows your callers to send their telephone number direct to your pager screen. By knowing who is calling you, you can prioritise your return calls and organise your time.

For more information, complete and return the coupon below, ring 0800 222 614 or call into your local BT Shop.

The coupon is a request for information only. It does not constitute an offer of any product or service. The offer is subject to the terms and conditions of the offer. The offer is valid until 31st October 1992.

Please send me more information about the Number Master from BT.

NAME TS2

Name _____ Position _____

Company _____ Address _____

Postcode _____ Tel _____

Send to: BT Mobile Communications, FREEPOST 800, BS 3333, Bristol BS1 6CZ

No.1 in Mobile Communications



COMPANY NEWS IN BRIEF

UNIGROUP (Fin)
Pre-tax: £104,000
EPS: Loss 0.19p
Div: Nil (nil)

ARAN ENERGY (Int)
Pre-tax: £138,000
EPS: Loss 0.05p
Div: Nil (nil)

SYKES-PICKAVANT (Int)
Pre-tax: £402,000
EPS: 2.75p (2.12p)
Div: 2.25p (2.25p)

RAMCO OIL (Int)
Pre-tax: £250,000
EPS: 0.95p (0.94p)
Div: Nil (nil)

BLP GROUP (Int)
Pre-tax: £1,000
EPS: Loss 2.3p
Div: Nil (nil)

EW FACT (Int)
Pre-tax: £482,000
EPS: 4.57p (5.15p)
Div: 1.6p (1.21p)

Last year's profit was £1.29m, giving earnings per share of 3.81p. Interest charges rose from £288,000 to £615,000.

Last year, there was an interim loss of £1203,000 and a loss per share of 0.14p.

Turnover rose from £8.65m to £9.4m. No sign of recovery in main markets and development plans are being deferred.

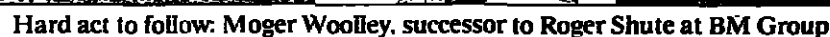
Last year's interim profit was £225,000. Development continued despite low sterling-oil price; Caspian Sea prospects are good.

Last year, there was a loss of £261,000 and a loss per share of 5.3p. Turnover fell from £28m to £11.5m.

Previous interim profit was £572,000. Term enrolments lower than last year. Malaysian college may open next year.

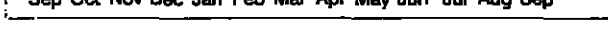
TEMPUS

Stung by the implicit criticism of their public relations capabilities, let alone their management potential, the rest of the board has since been trying desperately to smooth the market's feathers. They must have thought they would restore some credibility with a full and favourable preliminary statement, which will have reassured investors on many counts. Profits are, at £34.6 million, against £34.1 million, gearing is down to 36 per



Hogg Group

interest rates also clouded sentiment. As a result, genuine retail business was at a low ebb, with the turnover of 632 million shares bolstered by a couple of mixed programme trades totalling £400 million



Further losses were recorded in **Dixons**, 7p to 213p. **Boots**, 5p to 487p. **Great Universal Stores A**, 25p to

The water companies are seen these days as a haven of safety during times of economic hardship, with their level of charges linked to inflation. Their strong yields are also attractive to investors. Gains were recorded across

use recovered
 fall of 4p to
 er at 604p.
 has rallied
 its low of 39p
 mple of weeks.
 ulation that
 as found a
 nard or the
 st night, Tra-
 sses claims
 se buyer had
 or Cunard as
 ".
 7p to 458p.
 Severn Treat
 7p to 415p.
 Southern 7p
 to 415p.
 South West
 10p to 436p.
 Thames 2p
 to 453p, Wessex
 8p to 526p,
 and York-
 shire 10p to
 483p. New is-
 sue Kenwood.

group, fell 19p to 219p after telling the City that sales during July and August had proved disappointing because of high stock levels.

another wobbly performance by the pound against the mark after the Bundesbank ruled out an imminent cut in German interest rates. As the pound touched DM2.50 on the foreign exchanges, the future hit a low for the day of £96⁷/₈ before recovering later to close off the bottom.

Year	Inj %	Gr %	1992		
			High	Low	Stk
1985	105%	98%			
1986	107%	100%			
1987	98%	99%			
1988	104%	96%			
1989	103%	96%			
1990	124%	110%			
1991	97%	100%			
1992	103%	85%			
1993	107%	89%			
1994	93%	92%			
1995	102%	97%			
1996	102%	97%			
1997	102%	97%			
1998	102%	97%			
1999	102%	97%			
2000	102%	97%			
2001	102%	97%			
2002	102%	97%			
2003	102%	97%			
2004	102%	97%			
2005	102%	97%			
2006	102%	97%			
2007	102%	97%			
2008	102%	97%			
2009	102%	97%			
2010	102%	97%			
2011	102%	97%			
2012	102%	97%			
2013	102%	97%			
2014	102%	97%			
2015	102%	97%			
2016	102%	97%			
2017	102%	97%			
2018	102%	97%			
2019	102%	97%			
2020	102%	97%			
2021	102%	97%			
2022	102%	97%			
2023	102%	97%			
2024	102%	97%			
2025	102%	97%			
2026	102%	97%			
2027	102%	97%			
2028	102%	97%			
2029	102%	97%			
2030	102%	97%			
2031	102%	97%			
2032	102%	97%			
2033	102%	97%			
2034	102%	97%			
2035	102%	97%			
2036	102%	97%			
2037	102%	97%			
2038	102%	97%			
2039	102%	97%			
2040	102%	97%			
2041	102%	97%			
2042	102%	97%			
2043	102%	97%			
2044	102%	97%			
2045	102%	97%			
2046	102%	97%			
2047	102%	97%			
2048	102%	97%			
2049	102%	97%			
2050	102%	97%			
2051	102%	97%			
2052	102%	97%			
2053	102%	97%			
2054	102%	97%			
2055	102%	97%			
2056	102%	97%			
2057	102%	97%			
2058	102%	97%			
2059	102%	97%			
2060	102%	97%			
2061	102%	97%			
2062	102%	97%			
2063	102%	97%			
2064	102%	97%			
2065	102%	97%			
2066	102%	97%</			

	Price ¢	1st yd	Gr yd
104 1/2	104 1/2	1.8	8.97
106 1/2	106 1/2	1.8	9.01
108 1/2	108 1/2	1.8	9.18
110 1/2	110 1/2	1.8	9.28
112 1/2	112 1/2	1.8	9.40
114 1/2	114 1/2	1.8	9.50
116 1/2	116 1/2	1.8	9.60
118 1/2	118 1/2	1.8	9.70
120 1/2	120 1/2	1.8	9.80
122 1/2	122 1/2	1.8	9.90
NGS (over 15 years)			
100 3/4	100 3/4	1.8	8.91
102 3/4	102 3/4	1.8	9.06
104 3/4	104 3/4	1.8	9.21
106 3/4	106 3/4	1.8	9.36
108 3/4	108 3/4	1.8	9.51
110 3/4	110 3/4	1.8	9.66
112 3/4	112 3/4	1.8	9.81
114 3/4	114 3/4	1.8	9.96
116 3/4	116 3/4	1.8	10.11
118 3/4	118 3/4	1.8	10.26
120 3/4	120 3/4	1.8	10.41
122 3/4	122 3/4	1.8	10.56
124 3/4	124 3/4	1.8	10.71
126 3/4	126 3/4	1.8	10.86
128 3/4	128 3/4	1.8	11.01
130 3/4	130 3/4	1.8	11.16
132 3/4	132 3/4	1.8	11.31
134 3/4	134 3/4	1.8	11.46
136 3/4	136 3/4	1.8	11.61
138 3/4	138 3/4	1.8	11.76
140 3/4	140 3/4	1.8	11.91
142 3/4	142 3/4	1.8	12.06
144 3/4	144 3/4	1.8	12.21
146 3/4	146 3/4	1.8	12.36
148 3/4	148 3/4	1.8	12.51
150 3/4	150 3/4	1.8	12.66
152 3/4	152 3/4	1.8	12.81
154 3/4	154 3/4	1.8	12.96
156 3/4	156 3/4	1.8	13.11
158 3/4	158 3/4	1.8	13.26
160 3/4	160 3/4	1.8	13.41
162 3/4	162 3/4	1.8	13.56
164 3/4	164 3/4	1.8	13.71
166 3/4	166 3/4	1.8	13.86
168 3/4	168 3/4	1.8	14.01
170 3/4	170 3/4	1.8	14.16
172 3/4	172 3/4	1.8	14.31
174 3/4	174 3/4	1.8	14.46
176 3/4	176 3/4	1.8	14.61
178 3/4	178 3/4	1.8	14.76
180 3/4	180 3/4	1.8	14.91
182 3/4	182 3/4	1.8	15.06
184 3/4	184 3/4	1.8	15.21
186 3/4	186 3/4	1.8	15.36
188 3/4	188 3/4	1.8	15.51
190 3/4	190 3/4	1.8	15.66
192 3/4	192 3/4	1.8	15.81
194 3/4	194 3/4	1.8	15.96
196 3/4	196 3/4	1.8	16.11
198 3/4	198 3/4	1.8	16.26
200 3/4	200 3/4	1.8	16.41
202 3/4	202 3/4	1.8	16.56
204 3/4	204 3/4	1.8	16.71
206 3/4	206 3/4	1.8	16.86
208 3/4	208 3/4	1.8	17.01
210 3/4	210 3/4	1.8	17.16
212 3/4	212 3/4	1.8	17.31
214 3/4	214 3/4	1.8	17.46
216 3/4	216 3/4	1.8	17.61
218 3/4	218 3/4	1.8	17.76
220 3/4	220 3/4	1.8	17.91
222 3/4	222 3/4	1.8	18.06
224 3/4	224 3/4	1.8	18.21
226 3/4	226 3/4	1.8	18.36
228 3/4	228 3/4	1.8	18.51
230 3/4	230 3/4	1.8	18.66
232 3/4	232 3/4	1.8	18.81
234 3/4	234 3/4	1.8	18.96
236 3/4	236 3/4	1.8	19.11
238 3/4	238 3/4	1.8	19.26
240 3/4	240 3/4	1.8	19.41
242 3/4	242 3/4	1.8	19.56
244 3/4	244 3/4	1.8	19.71
246 3/4	24		

ars)	63%	50	COM
- ' 8.63	8.60		
- ' 12.05	8.90		
- ' 7.19	8.13		
- ' 9.20	8.53	120%	122%
- ' 10.49	8.87	187%	176%
- ' 11.95	8.97	152%	139%
- ' 9.10	9.36	150%	135
- ' 9.52	9.76	151%	137%
- ' 9.66	9.72	138%	124%
- ' 10.53	9.88	142%	129%
- ' 8.84	9.85	117%	106%
- ' 10.73	9.12	125%	112%
- ' 9.41	8.90	120%	107%
- ' 11.55	9.08	109%	98%

Y 2%	10%	-1%	9.28	...
HS 4%	41%	-1%	9.55	...
N 3%	37	-1%	9.46	...
INDEX-LINKED				
IL 2% 1994	128%	-1%	1.68	3.26
IL 2% 1996	167%	-1%	2.92	3.80
IL 2% 2001	182%	-1%	3.70	4.04
IL 2% 2003	146%	-1%	3.78	4.06
IL 2% 2006	151%	-1%	3.91	4.13
IL 2% 2009	138%	-1%	3.93	4.17
IL 2% 2011	142%	-1%	3.96	4.18
IL 2% 2013	112%	-1%	3.97	4.18
IL 2% 2016	125	-1%	3.96	4.14
IL 2% 2020	120%	-1%	3.95	4.09
IL 2% 2024	107%	-1%	3.93	4.00

□ **Sydney** — Shares closed slightly weaker after a day of aimless wandering as book-squaring and the readjustment of portfolios absorbed investors on the last day of the quarter. The all-ordinaries index closed 2.7 points down at 1,485. (Reuters)

Sep 30	Sep 29		Sep 30	Sep 29
midday	close		midday	close

[illegible]

Find out on Monday.
THE TIMES

10

Shirescor	98	...
Shirescor Warrants	19	...
TR Technology Units	1700	...
Tepnel Diagnostics (120)	173	...
Throg 1000 Smar Co's Wts	12	...
Yorkshire TV Warrants	10	-1

Jardine Math 371p (-24p)

BM Group	91p (-15p)
Hepworth	228p (-15p)
IMI	246p (-14p)
Bass	538p (-14½p)
Grand Met	385p (-18½p)
Scot & Newcastle	427p (-14½p)
Guinness	529½p (-14p)
Whitbread 'A'	427p (-13½p)
Courtaulds	456p (-32p)

Closing Prices Page 24

Closing Prices Page 24

Cutting deficits is unpleasant

Ross Perot believes in tackling the difficult issues head on. The Texas millionaire, has reminded more cautious presidential vote-catchers that the only way to tackle America's ingrained \$300 billion-a-year budget deficit is to raise taxes and cut spending. Perot would bear a 50 cent per gallon tax, income tax rates would rise and more benefits be taxed; medical help for the elderly and for the poor would be cut, along with much else. The establishment response is predictable. This is not the right time to cut, recovery would be held back. Why not do this when times are better?

Similar strictures surrounded Sir Geoffrey Howe's 1981 Budget. Now Norman Lamont is being urged to take advantage of sterling's seeming temporary irrelevance to slash interest rates and compensate with a much tougher fiscal policy. Fine in theory, but why wreck the recovery by raising income tax by 7p in the pound to cut the PSBR by £15 billion, the sort of sum that might count as a serious rebalancing of policy. That is quite different from merely being tough on public spending, as Chancellors declare themselves each summer. In practice, cuts have to be less visible. Defence research looks perfect, but Tuesday's proposals save only £90 million a year. Even easier are cuts in big-figure projects that have not really started, such as London's Jubilee Line extension, the "European" Fighter Aircraft or the new rail link to the Channel Tunnel. They could sink whole industries but even those are not enough. Somebody has to lose what they already have. Favourite targets include civil servants, the elderly and those richer than the proposer. In the end, a seriously tighter fiscal policy must surely mean reducing the immediate spending power of most ordinary people near the bottom of a recession. Mr Perot has a message for Britain too.

Faded glitter

Ratners' shareholders meeting was already full of recrimination before James Jenkin of First Boston Corporation of New York, reminded the gathering that whatever the group's future, the preference shareholders would require a prominent say in any refinancing. We seem to have been here before, in the case at least of WPP Group, Brent Walker and Saatchi & Saatchi, where holders of specialised classes of equity issued in the boom years used their clout in subsequent refinancings. First Boston and other American fund managers are also nervous about a legal action by aggrieved Ratners preference shareholders against Goldman Sachs, and are marking their position accordingly.

As James McAdam, the matter-of-fact Scot who took over from Gerald Ratner as chairman, pointed out, there is some way to go before any talk of refinancing. Ratners owes £266 million at the last count, and neither bankers nor shareholders will even consider putting more money in until all-important Christmas trading is over. Last Christmas, in what was effectively Gerald Ratner's last stand, prices were slashed in a desperate bid to pull customers into the shops. That contributed heavily to last year's £122 million losses. The strategy this Christmas will be to sacrifice turnover for margin. Some evidence of this came with the interim figures, showing sales down £85 million to £365 million. Trading losses still virtually doubled to £23 million in Britain, although things improved in America.

Even if kindly Santa allows Ratners to consider a capital reorganisation in the new year, the negotiations to achieve that could be tortuous and ordinary shareholders will not emerge smiling.

BP faces risks in helping to revive an ancient petropolis located in the former Soviet Union, writes George Sivell in Baku

When Marco Polo visited Baku, the capital of Azerbaijan in the former Soviet Union, he reported seeing "fires that cannot be put out." He was referring to the huge oil reservoirs around Baku that seep through the ground — not the nationalist tensions that surface in the Transcaucasus.

A more recent visitor to Baku was Michael Heseltine. Earlier this week he leapt on top of a precarious stone in the centre of Baku to give an informal speech to curious locals. The trade secretary immediately realised he was standing on the edge of a well but carried on regardless. He said: "It is a tribute to the stability of Azerbaijan that I am standing here with my back to the well. I would not dare risk this at home."

He was speaking at the end of a day that had seen Britain sign a general agreement on economic co-operation with Azerbaijan to provide a framework for future co-operation. Three British companies signed associated memoranda of understanding. Simon Carves, the engineering group, GPT, the communications group, and the British Food and Healthcare Consortium. Other companies joining Mr Heseltine were Morgan Grenfell, ICI, British Gas (which has already negotiated exclusive rights to a huge gas field in Kazakhstan) Rolls-Royce, British Airways, Taylor Woodrow and Amersham.

They were following up the success of BP in alliance with Statoil, the Norwegian state oil company, in winning exclusive negotiating rights to develop the huge billion-barrel Chirak field 45 miles southeast of Baku in the Caspian Sea.

But why have British companies become as entranced by Azerbaijan as the ancient Zoroastrian fire worshippers who regarded the oil-soaked land as a holy place? Britain is not alone in seeking trade with Azerbaijan. Hafiz Babayev, minister for economic relations, said: "We have signed nine or ten such agreements with different countries. Each has a very specific approach." Agreements covering the oil, agriculture, chemical, food and non-ferrous metals industries have been signed with Turkey, Egypt, Iran, Czechoslovakia, Poland, America and Saudi Arabia, he says.

British links with Azerbaijan go back a surprisingly long way. The Rothschild family financed the 19th century oil boom in Baku, when the country produced more oil than anywhere else on earth. The British and French managed Russian, Armenian and American workers. Not all the memories are good. In August



Big task: Even if the political problems are soon solved, the infrastructure in Baku will require huge investment

1918, Britain tried to break up the power of the Bolshevik oil workers by shipping the 26 leading communist commissars to the far side of the Caspian Sea and shooting them. An eternal flame still burns in their memory near the Moscow hotel on a hill overlooking the town, the site of the huge cemetery where the dead from the Nagorno Karabakh conflict are buried.

Nagorno Karabakh is the disputed territory granted by the Bolsheviks to Azerbaijan. Since glasnost let the nationalist genie out of the Soviet bottle, Azerbaijan has opposed various demands from the Armenian population in Nagorno. As the conflict escalated, 2,000 died, all the 200,000 Armenians left Baku and an estimated 500,000 Azerbaijanis returned to Baku from Nagorno territory. Lack of military success in Azerbaijan led to the toppling of a regime of former communists last June and their replacement with the Azerbaijan Popular Front. To its credit, the Popular Front has sought contact with western companies, appears determined to exploit its huge natural resources and skilled workforce and commands strong

support from the population. But political analysts are concerned that the Popular Front declared itself to be an umbrella group to focus opposition and embraces a broad range of views that could lead to a damaging fragmentation.

But perhaps the greatest threat to stable business is that a lack of military success could erode support from the population. The latest ceasefire over Nagorno collapsed within hours on Friday, Azerbaijan's President Abulfaz Elchibey called for a summit of Russia, Azerbaijan, Armenia, Kazakhstan, Ukraine and Belarus to discuss the conflict.

Pavel Grachev, the Russian defence minister, said that CIS or United Nations peacekeeping forces would have to be sent into the region if the ceasefire failed. But Iskander Hamidov, the Azerbaijan interior minister, told Azeri television that Mr Grachev's reference to peacekeepers was nothing but a veiled form of aggression.

Meanwhile as Mr Heseltine and Lady Thatcher, also on a recent visit, continue to encourage democracy and market economies in Azerbaijan,

BP is preparing to open negotiations over the Chirak field. BP, too, is trying hard to improve life in Azerbaijan. On Monday, it donated an ultrasound scanner to Azerbaijan, the first in the country, and said it was setting up a business centre to train the country's next generation of managers in business studies and English.

BP has already done business in Azerbaijan. A set of piles for the Andrew field in the North Sea were recently finished in the Shelf Projects yard in Baku. Both sides appear pleased with the experience. Yet despite its oil history, Baku appears to need BP technology for its new field. Existing Azerbaijan technology appears to extend only to depths of 150 metres of water, the new Chirak field lies in 200 metres.

Even without a war, the logistics of doing business in Baku are complex. The recent inauguration by Mr Heseltine of the BP office in the city's old medieval Muslim centre took place without much office furniture. It was lost in a lorry, somewhere between Turkey and Baku. But the office itself is of symbolic significance. It was built, in the shape of a ship, as the Baku Officers Club in 1901. After

the revolution the interior was destroyed and it became a carpet factory, then a museum of archeology and lately the site for regular meetings of the Popular Front during its formation.

The deepest problem to be faced by Azerbaijan and BP is how to transport the oil out of Azerbaijan. There are plenty of options. It could be shipped through neighbouring Georgia to the Black Sea port of Batumi. Georgia is unstable and unpredictable although there are long-term hopes that Eduard Shevardnadze, the former Soviet foreign minister, can bring stability with his presidency.

The oil could have gone down through Iran to the Gulf. But after President Melchikoy of Azerbaijan accused the Iranians of being in cahoots with the Armenians this may be on the back burner for a while. The other possibilities are to build a pipeline to a Turkish Black Sea terminal. But Turkey is thought to want a port on the Mediterranean, requiring a very long pipeline. Any Turkish pipeline would involve a combination of Georgian, Armenian or Iranian transit. It would also be possible to build on the existing pipeline to Novorossiysk in Russia, again on the Black Sea but this crosses the unstable Chechen Ingushetia area and involves co-operation with the Russians, whose influence has only just begun to recede.

But earlier this month Azerbaijan joined the Caspian Pipeline Consortium, with Russia, Kazakhstan and Oman. History is again on the side of innovation. Because the Volga freezes for three months most winters, the Swedish Nobel brothers, who lent their name to the "prize" built the world's first oil pipeline, from wood, over the Caucasus mountains from Baku. BP and Statoil also have a 19 per cent interest in the giant Azeri field. The operator is Amoco, currently in the middle of a feasibility study.

So far BP-Statoil said it is paying \$30 million for the exclusive rights to negotiate the Chirak field, and the neighbouring Shakh Deniz 200 sq km prospect and is putting up another \$10 million for the cost of the study. A further payment is due on ratification of the production-sharing contract at the end of negotiations.

The danger for BP is twofold. A fragmented or unsupported popular front would be replaced by another government, presumably requiring fresh negotiations. And if the conflict dragged on, world opinion could sympathise with Armenia. Then sentiment would rub off on those who were seen to have helped Azerbaijan.

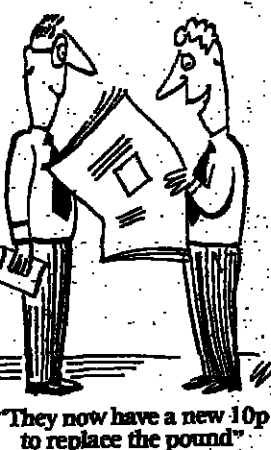
But for a company operating a new frontier exploration policy that has taken it into Colombia, Vietnam and back to Nigeria, these are risks that have to be taken in building up oil reserves for its future.

THE TIMES CITY DIARY

Loch, stock and baptism

DAVID Melvin, a Willie Carson-lookalike and one of the rising stars of the mergers and acquisitions team at Merrill Lynch, came a cropper during a hectic airborne dash to a christening in Scotland on Sunday and found himself immersed in cold water of a very different kind. Melvin, 32, and his wife of three months, Ali Stephens — a broker with Bowings — had worked out that if they took a scheduled shuttle flight to Glasgow and then a sea plane to Tarbert, on the west coast, they could attend both a university reunion party in Cambridge on Saturday night and a niece's christening in Scotland on Sunday morning. Tarbert, described by one of Melvin's associates as "like the town in *Local Hero*", was on red alert for the arrival of the sea plane, with all its inhabitants turning out to observe these two jet-setters from London. As Melvin stepped off his floats, however, onto a fishing boat kindly provided by the commodore of Tarbert yacht club, he continued to sink, as rotten planks of wood gave way beneath him, until he was up to his knees in water. "You bet I was embarrassed," says Melvin, who claims that he then did the chivalrous thing and proceeded to carry his wife to safety. "Everyone thought it was hilarious, including me, and we missed the service, because I had to go and change my trousers," said Melvin. "Fortunately, no one at work knows about it."

BUNDESBANK



"They now have a new 10p to replace the pound"

hearing appeal cases at the High Court in October and one of the top tax inspectors giving evidence happens to go by the name of Peter Cushing. He is, of course, not the blood-sucking star of countless Hollywood Hammer horror movies, but it could prove an ominous coincidence for the defendants.

Gone to the dogs

THE Terrence Collis fan club will be out in force tonight at the Wimbledon dog track. "Terrence who?" you might well ask. Nevertheless, five of the 12 races tonight have been named after him. Among them are the "Farewell to Terrence" race and the "Welcome Tel" race, with only one, the "Who is this man?" race reflecting the thoughts of the average punter. For Collis is not the latest star on Brookside but the former public relations man at Vickers. He left last week to join Lowe Bell, the City public relations group, as its managing director, and the two firms are sponsoring to-

night's canine event. They aim to raise money for the London Central Samaritans, of which Collis is a past chairman. Collis admits that "most race goers will be totally confused" but after years of promoting others he seems to enjoy being the recipient of a public relations exercise. "It's all in a good cause," he says.

Turn the stone

RATNERS, fined £1,000 last month when a pair of "opal" earrings turned out to be plastic — they cost just £3.50 and melted when being tested — has finally taken steps to improve its reputation. At its annual meeting yesterday, in London's Connaught Rooms, it disclosed that it now employs a trading standards officer. Gary Cullimore, formerly a government trading standards inspector, is responsible for due diligence at Ratners to ensure that £325 "diamond" rings are indeed what they purport to be. James McAdam, the Scotsman who is the jeweller's new chairman, is now hoping that Ratners' image will improve and says if it does, the company will probably retain the Ratners name. McAdam revealed, however, that, by way of an experiment, several Ratners shops, which are believed to have been tarnished by the comments of Gerald Ratner last year, have been converted to the James Walker name instead. This exercise "failed materially to improve trading". However, McAdam says the Ratners name may yet have to disappear. "It's not discounted. We have definitely not got a closed mind," he says.

CAROL LEONARD

CAA gives peace of mind on holidays

From Mr William Heath

Sir, As both a solicitor in private practice and a director of a travel agency, may I comment on the letter from Mr Stanley Lerner (September 26). Mr Lerner was suggesting travel businesses should place all clients' deposits in a client deposit account similar to solicitors.

Solicitors do, of course, keep clients' money in separate accounts from their own. Unhappily, from time to time, the two become confused. The Law Society operates a Compensation Fund to which every solicitor is obliged to contribute to cover losses on such occasions. This year, the contribution for each of 50,000 solicitors will be £1,050 per head. (I should mention that, on average, each of those solicitors have to pay a further £5,000 or so in respect of practising certificate fee, professional indemnity insurance, and for regulation under the Financial Services Act.)

Travel companies operate under a different system. Those which do not act as direct agents for the airline concerned or do sell airline

tickets plus other services as well, e.g. accommodation or car hire, should be licensed by the Civil Aviation Authority. Such licences are granted against the security of a bond (which is effectively a guarantee from one of the big banks). Should anything go wrong, then the bond is called in from the bank, and the money available is used either to repay the passengers who have not yet travelled, or to reimburse those who have. The CAA operates a reserve fund in case the bond is not sufficient.

When next he thinks of booking a holiday, Mr Lerner should telephone the CAA on 071 832 5620 and ask for confirmation first that the company with whom he is making the booking has an ATOL licence, and secondly the extent that licence covers what arrangements, in addition to travel, he proposes to make.

Yours faithfully, WILLIAM HEATH, Senior Partner, William Heath and Co., Director, Trailfinders Ltd., 16 Sale Place, Sussex Gardens, W2.

Less pay, more work will solve our problems

From Mr K.W. Berry

Sir, Mr Michael J. Barrett (September 24) is either a young man with a mortgage or an older man with a short memory. Time after time since the last war we have devalued, cut the value of savings, experienced a false dawn of export activity and then again faced a balance of payments deficit. Surely it must now be appreciated altering the unit of measurement clouds business judgments, by allowing management to think prices must rise, and thus yielding to inflation pressure for pay rises, shorter working weeks and longer holidays. Then we cannot produce goods at prices al-

lowing sales worldwide. Tinkering with the unit of account has resulted in a system whereby we cannot be sure the value of the output exceeds the costs of the input, thus failing to attain a sound business base.

Perhaps the real need is for a 44-hour week at 40-hour wages and salary cuts for directors. Perhaps then the burden of the necessary transfer of resources to restore efficiency to British Business will be borne by those responsible for the state of the economy. Yours faithfully, K.W. BERRY, 30 Waterloo Mansions, Dover, Kent.

FINANCIAL NEWS FROM BANK OF SCOTLAND

Bank of Scotland 1992 Interim Results

	6 months ended 31 August 1992 (unaudited)	6 months ended 31 August 1991 (unaudited)	Year ended 29 February 1992
OPERATING PROFIT BEFORE PROVISIONS	£287.1m	£200.8m	£393.3m
PROFIT BEFORE TAXATION	£74.2m	£75.7m	£140.7m
TOTAL CAPITAL RESOURCES	£1,981m	£2,001m	£2,132m
TOTAL ASSETS	£26,899m	£23,937m	£24,741m
EARNINGS PER ORDINARY STOCK UNIT	3.2p	3.6p	6.4p
DIVIDEND PER ORDINARY STOCK UNIT	1.77p	1.7p	4.35p

Pre-tax profit £74.2 million

Net dividend increased by 4 per cent

Total assets increased by 12 per cent from a year ago

BANK OF SCOTLAND
A FRIEND FOR LIFE

For a copy of the Bank's Interim Report please contact the Public Relations Department, PO Box 5, The Mound, Edinburgh EH1 1YJ. Telephone 031 243 5453.

Portfolio Plus

From your Portfolio Plus card check your eight share price movements on this page only. Add them up to give you your overall total and check this against the daily dividend figure. If it matches you have won outright or a share of the daily prize money. If you win, follow the claim procedure on the back of your card. Always have your card available when claiming. Game rules appear on the back of your card.

No	Company	Group	Share or Loss
1	Roine Int	Building/Rd	
2	Calsonic	Oil, Gas	
3	Barrett Bros	Building/Rd	
4	Wish Water	Water	
5	Meyer Int	Building/Rd	
6	EMAP	Newsprint/Pub	
7	Finlay James	Food	
8	Health C E	Insurance	
9	Boddington	Brewery	
10	Marnab	Electricity	
11	Saatchi	Agency	
12	Com Union	Insurance	
13	Walmor	Drugs/Sms	
14	Central TV	Leisure	
15	Microtec	Electricity	
16	Southern Elec	Electricity	
17	Jack Wm	Newsprint	
18	Zondam	Mining	
19	EMAP	Newsprint/Pub	
20	Finlay James	Food	
21	Health C E	Insurance	
22	Boddington	Brewery	
23	Marnab	Electricity	
24	Saatchi	Agency	
25	Com Union	Insurance	
26	Walmor	Drugs/Sms	
27	Central TV	Leisure	
28	Microtec	Electricity	
29	Southern Elec	Electricity	
30	Jack Wm	Newsprint	
31	Zondam	Mining	
32	EMAP	Newsprint/Pub	
33	Finlay James	Food	
34	Health C E	Insurance	
35	Boddington	Brewery	
36	Marnab	Electricity	
37	Saatchi	Agency	
38	Com Union	Insurance	
39	Walmor	Drugs/Sms	
40	Central TV	Leisure	
41	Microtec	Electricity	
42	Southern Elec	Electricity	
43	Jack Wm	Newsprint	
44	Zondam	Mining	
45	EMAP	Newsprint/Pub	
46	Finlay James	Food	
47	Health C E	Insurance	
48	Boddington	Brewery	
49	Marnab	Electricity	
50	Saatchi	Agency	
51	Com Union	Insurance	
52	Walmor	Drugs/Sms	
53	Central TV	Leisure	
54	Microtec	Electricity	
55	Southern Elec	Electricity	
56	Jack Wm	Newsprint	
57	Zondam	Mining	
58	EMAP	Newsprint/Pub	
59	Finlay James	Food	
60	Health C E	Insurance	
61	Boddington	Brewery	
62	Marnab	Electricity	
63	Saatchi	Agency	
64	Com Union	Insurance	
65	Walmor	Drugs/Sms	
66	Central TV	Leisure	
67	Microtec	Electricity	
68	Southern Elec	Electricity	
69	Jack Wm	Newsprint	
70	Zondam	Mining	
71	EMAP	Newsprint/Pub	
72	Finlay James	Food	
73	Health C E	Insurance	
74	Boddington	Brewery	
75	Marnab	Electricity	
76	Saatchi	Agency	
77	Com Union	Insurance	
78	Walmor	Drugs/Sms	
79	Central TV	Leisure	
80	Microtec	Electricity	
81	Southern Elec	Electricity	
82	Jack Wm	Newsprint	
83	Zondam	Mining	
84	EMAP	Newsprint/Pub	
85	Finlay James	Food	
86	Health C E	Insurance	
87	Boddington	Brewery	
88	Marnab	Electricity	
89	Saatchi	Agency	
90	Com Union	Insurance	
91	Walmor	Drugs/Sms	
92	Central TV	Leisure	
93	Microtec	Electricity	
94	Southern Elec	Electricity	
95	Jack Wm	Newsprint	
96	Zondam	Mining	
97	EMAP	Newsprint/Pub	
98	Finlay James	Food	
99	Health C E	Insurance	
100	Boddington	Brewery	

£1,000 MATCH THE SHARES
If you have ticked off your eight share in our Match The Shares game today claim your prize by telephoning 0254 53272 between 10.00am and 3.00pm (see the Sunday Times for full details)

There were no valid claims for the Portfolio Plus prize yesterday. The £2,000 will be added to today's competition.

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

Shares drift lower

ACCOUNT DAYS: Dealings began September 21. Dealings end tomorrow, 30th September. On Monday, 1st October, 1992, the market will close on a Friday. Prices are based on the previous day's close, but adjustments are made when a stock is ex-dividend. Changes, yields and price/earnings ratios are based on middle prices.

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld	P/E

1992	High	Low	Company	Price	Net	Yld
------	------	-----	---------	-------	-----	-----

Generators to reduce capacity and cut jobs

By Patricia Trehan

NATIONAL Power and its smaller power generating competitor, PowerGen, are to make more than 200 staff redundant following decisions yesterday to close power stations or reduce capacity and make other cutbacks.

The two generators say the stations are uneconomic and blame reduced demand for the closures. Power units at 11 stations are affected.

National Power will make 100 staff redundant in closures and cutbacks that will reduce its generating capacity by 1,530 megawatts to 25,000 megawatts of plant.

John Baker, National Power's chief executive, said the generator was likely to close up to an additional 3,500 megawatts of capacity over the next three years. The company is seeking planning permission to build 3,000 megawatts of gas-fired power plant, which it hopes to put into commercial generation by the middle of the decade.

PowerGen will lose 120 staff in the closure and cutbacks of unprofitable stations at the end of March, reducing capacity by 1,200 megawatts, though it is also scheduled to open 900 megawatts of natural gas-fired plant. The move will reduce its capacity to 16,386 by April.

National Power has already withdrawn 3,000 megawatts of plant from service and PowerGen 2,000 megawatts since the generators were formed in January 1990. At National Power, most of the jobs will go from its Agincourt power station near Manchester. The company said 95 staff are likely to be affected and hopes this will be by natural wastage and voluntary

redundancy. The rest of the jobs will go from the closures of other stations, mostly coal-fired, in South Glamorgan, Staffordshire, West Yorkshire, Gwent and Derbyshire and from gas turbine stations in Merseyside and North Yorkshire.

Most of the PowerGen job losses will come from the closure of four of the six units at its Drakelow B station at Castle Donington in the Midlands. A spokeswoman said Drakelow B is more than 30 years old and produces less than 1 per cent of the company's total power output.

She added that the two units that will remain in production will continue to burn a similar volume of coal for the national grid system. PowerGen is also closing two gas turbine stations, one at Bulls Bridge in Hayes, Middlesex, the other in Leicester. The spokeswoman said both ran for less than five hours in the 1991-2 financial year. She said the plants scheduled for closure are all uneconomic, and together are expected to lose between £11.5 million and £18.5 million in this financial year. If they remained in production that figure would increase by an additional £2 million next year.

Yesterday, PowerGen also began commercial generation at its 900 megawatt natural gas-fired Killingholme power station in South Humberside. The first 450-megawatt unit of the combined gas turbine station has come on stream, to be followed by a second unit early next year. PowerGen said when fully operational, the station will be able to meet the electricity needs of a city the size of Birmingham.

Jobless in Scotland 'likely to increase'

By A. CORRESPONDENT

UNEMPLOYMENT in Scotland is set to rise from its present level of 243,000 to a peak of 282,000 next year. It would then slowly fall back to 255,000 — but not until 1996, said the Fraser of Allander Institute, a Scottish economic research body based at Strathclyde University.

People already out of work could expect to stay longer on the dole queues and government measures were needed to tackle the problem, the institute said in its monthly economic review. "The return of something like the former Community Programme is urgently needed, especially in the urban and other areas where high and persistent

unemployment and long-term employment prevails. This would provide direction and purpose to those who presently have no chance of participating in the formal labour market, and help avoid the adverse social consequences of sustained joblessness," it said.

It predicts demand in the Scottish economy will rally in the second half of this year but recovery will not become strongly rooted until 1993.

The recent turmoil in the European exchange-rate mechanism would boost the real economy but rising unemployment in July and August suggested any "significant" upturn would not take place before next year.

US gives Europe noon deadline in oilseeds dispute

FROM REUTERS
IN GENEVA

AMERICA has given the European Community until noon today to agree to set up a Gatt panel to rule on a six-year-old dispute over oilseeds. The two trading blocs failed on Tuesday to agree that a neutral panel should determine how much compensation the EC would pay to trading partners injured by European subsidies.

Rufus Yerxa, US trade ambassador, stopped short of threatening punitive sanctions by Washington if the Community rejected the idea of a binding Gatt ruling. He told a news briefing that after noon today, America "would not advise any further council debate, because it is obvious it won't be resolved in the Gatt". Washington "would have to reflect on the next steps", he added.

Mr Yerxa said America had given the Community a new proposal that would empower a panel to set compensation — and also give countries deemed to have been damaged a right to retaliate if the EC failed to implement the panel's recommendations.

"Our proposal is to arbitrate the amount of damages and give parties the right to take counter-measures." The latest American offer on the oilseeds dispute would give aggrieved parties the right to "withdraw or suspend" trade concessions if the EC failed to implement a

panel report within 30 days. Twice before, neutral Gatt dispute panels have upheld American opposition to EC subsidies on oilseeds. The first ruling was in January 1990 and the second in March this year.

America estimates that EC subsidies to farmers cost American and other non-European exporters about \$2 billion annually. Washington has threatened to impose punitive tariffs on EC food and drink imports worth \$1 billion.

In consultations with trading partners, the EC has offered \$400 million to compensate for restricted market access. Nine other grain exporting states are also negotiating with the EC for damages.

Kilroy-Silk points his microphone at corporate market



Kilroy is here: Robert Kilroy-Silk wants to be taken seriously

ROBERT Kilroy-Silk, host of BBC1's mid-morning chat show, is, according to his critics, too good looking, too untanned and too vain. Opinion is divided as to whether he has or lacks sex appeal, but when it comes to anything other than his physical attributes those opinions seem to fizzle out altogether.

Like a beautiful woman, exasperated by assumptions that she cannot have any grey cells between her ears, Mr Kilroy-Silk — with an economics degree, a PhD and an earlier career as a political philosophy lecturer to back him up — insists he wants to be taken seriously; so seriously that he is launching Kilroy-Silk Corporate, with expectations that FTSE 100 companies will allow him to run amok with his microphone at annual employee or shareholder meetings, encouraging the audience to put board members on the spot.

"Several companies have already expressed an interest," he said, "and one company in the top 100 has approached us to see if it would be a suitable way for them to handle their annual meeting. It wants to be seen as more accessible and open."

Such accessibility does not, however, come cheap. Mr

The former Labour MP turned television chat show host unveils his new business venture. Carol Leonard reports

Kilroy-Silk is coy about his fees but estimates that the starting price is likely to be in excess of £20,000.

He has already used what he calls "the Kilroy forum" to "revitalise" a ten-year-old product for SmithKline Beecham. He forgets the name of the product, but recalls 200 salesmen and women asking questions. When Glaxo wanted to launch an anti-asthma drug, it called in Mr Kilroy-Silk to extract questions from an audience of doctors and nurses, and his production company then dispatched video tapes of the debate to doctors all over Britain.

"It's a means whereby you can have a discussion with a group of people, small or large, where they are all treated as equal and everybody can participate," he enthuses. "We can make complex subjects accessible and no one will go to sleep because I will be unrelenting around with my microphone. We research an audience to find out what their particular grievances are and then pick

on them. If you get on the side of the audience like that and energise them, they are likely to ask more provocative questions than they would do otherwise. If a management is confident of itself and its business, it can handle that."

Mr Kilroy-Silk might be talking his own book, but if his own business track record is anything to go by he should at least be given a hearing. When he resigned as the Labour member for Knowsley North after a running battle with Militant, he was on a salary, doubled by freelance writing, of £26,000. He was then 42. Three years later, he was a millionaire. Now 50, his business turns over £3 million a year and he employs 30 people. He divides his time between homes in Buckinghamshire and Spain but denies that he has ever been motivated by money alone, merely as a means to an end.

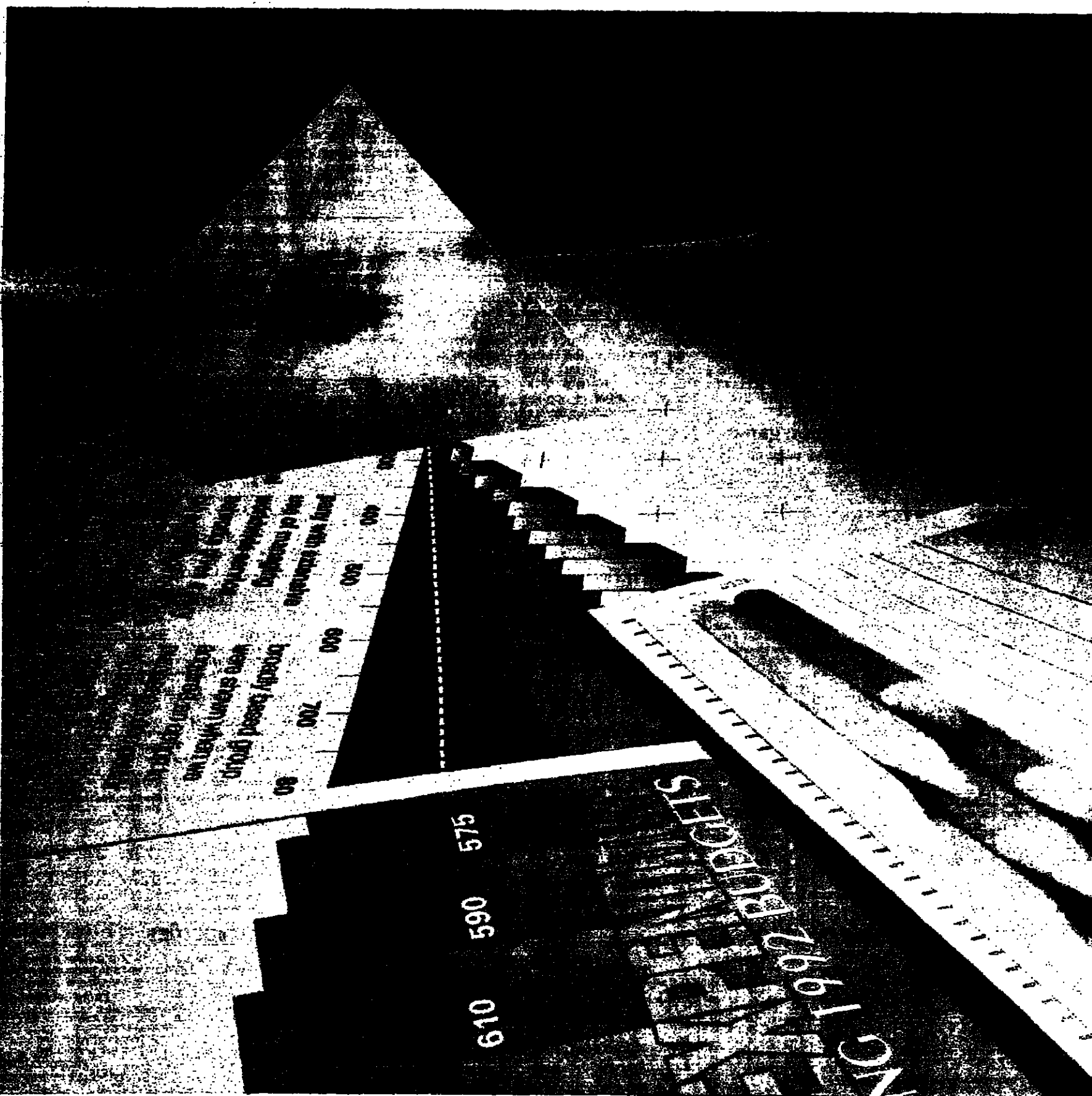
"Most of my colleagues at university are now in public service of one sort or another," he said. "They have become MPs or run colleges

or universities. I was brought up with that intellectual snobbery which says that money is not important." His attitude to money may have modified but his politics have not. He admits, reluctantly, that in the last general election he voted Labour. "I really didn't want to, because I didn't think they were a credible alternative but when I got into the ballot box it became an emotional thing."

He agrees he is unlikely to find longer-term satisfaction in the worlds of television or corporate videos and PR. "Whatever it is I'm looking for, I haven't found it yet. I don't even know if I'm still looking for it because I feel so comfortable and relaxed but no, I'm not intellectually stretched. And yes, I do think I will end up doing something else at some stage."

A return to politics then? "It is something that is at the back of my mind," he said. "Once you have been a politician you are always a politician. You never change. I would like to be remembered as the sort of person who believes in justice and who makes sure it gets done. I don't think there is a higher calling than being called upon to help to run your country."

Why not let Hewlett-Packard peripherals put colour into your world?



Once you buy a Hewlett-Packard colour printer you'll be wearing sunglasses when you go into the office.

Your documents and reports will become the most powerful, persuasive and professional business communications your colleagues and clients will have ever seen. And everyone will be dazzled by the myriad of spectacular colours.

Because there's a whole spectrum of HP colour peripherals to choose from, there's bound to be one that exactly meets your needs.

For example, the HP DeskJet 500C is a personal desk-top printer offering

300 dpi laser-quality black output with colour capability.

The aptly-named HP PaintJet XL300 offers the highest quality 300 dpi plain paper colour printing. HP LaserJet III compatibility is built in and direct network connections allow for faster shared printing.

Yet the works of art produced on these

printers won't cost a fortune. Like all Hewlett-Packard inkjet printers, they are very affordable and come with all the reliability you expect from HP.

So why not let one become your artist's palette and sharpen your competitive edge?

Find out how to colour your world by contacting HP on 0344 369222.

The possibility made reality.



**hp HEWLETT
PACKARD**

Moving from uncertainty to more streetwise decisions

Forget about creative accounting. Even the best intentions produce nonsensical results, Keron Bhattacharya says

THE credit for the advent of double entry book-keeping or the birth of modern accountancy is assigned to Fra Pacioli, a Venetian, about 500 years ago. Historians claim that accounting records had existed in some form for thousands of years. In spite of all that experience, a basic profit statement or balance sheet of any company conveys meaningless information.

Half a century ago, the accountant had basically three financial control systems — standard costing, budgetary control and variance analysis. Surprisingly, they are still prevalent in their original form, guided by a convention that defines "cost" as a fact.

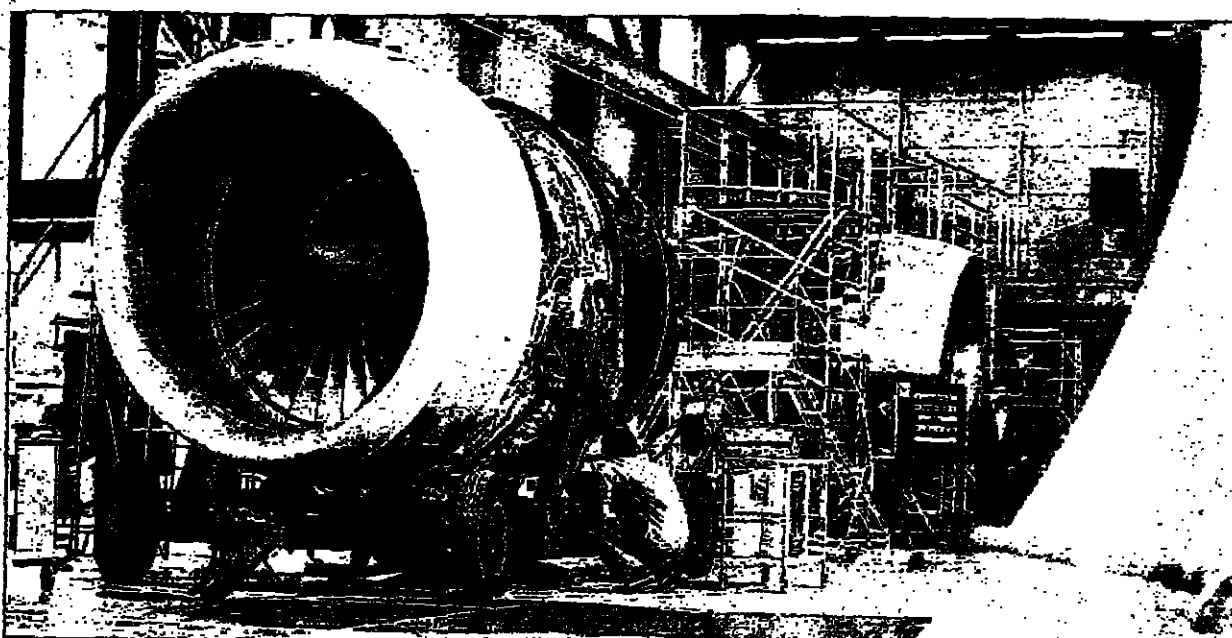
This fixed notion is so far removed from reality that it often leads to confusion. Many a managing director faces frustration trying to grapple with the simple problem of deciphering whether marginal or absorption costing is providing the true cost.

Nothing in the accountancy world can be viewed with clarity. Everything is grey and it is becoming greyer as every day passes. Two areas could alter the cost scenario without any basic change — depreciation and overhead absorption.

Depreciation is a conjecture plant and machinery do not depreciate in the manner we envisage. A piece of equipment does not uniformly go downhill over ten or 12 years, even less so on a reducing scale. Yet it has a finite life, not because it collapses after a given number of years but because new development makes old plant ineffective.

The worst effect shows when we continue to use a piece of machinery because it can still produce goods, although it is no longer cost effective to do so. This is no joke. If we take into account the loss in competitive edge, quality of goods and market share due to an old machine, quantify them over the future, then discount cash flow, very likely we will come up with a hefty negative asset value. If the asset has a negative value how do we calculate depreciation?

The concept of overhead allocation is a labyrinth. I have often seen how the process degenerates, even with the best intentions. Most predators look for firms with high overheads because they know that savings could be made there and profit generated.



Monty'spinner: the RB211 engine broke Rolls-Royce but became a success; its audit treatment still causes dispute

Cost cutting can be both simple and effective, but the proponents of overheads play the game astutely. As overhead costs are removed from actual production, they use a different ploy — "charge out". If the costs are charged to a large number of recipients, the size of this cost remains hidden and nobody questions it.

The chief executive rarely looks at the total cost of the overhead centre. He is satisfied if the costs are charged out. The onus of justification moves from the department that spends money and incurs costs to the one on the receiving end who has no control over them; the manager saddled with the charge, for so-called facilities he might not even know about, might not save a penny for the organisation by stopping consuming them.

At the end of the day, we have a profit figure that is highly notional, if not a total myth, and a balance sheet that is rarely credible enough to offer meaningful business information. On that basis we struggle to calculate earnings or return on investment.

Some of our inherited accounting standards are hardly assisting us to make streetwise decisions. Two examples are the SSAPs on research and development (R&D) and goodwill. Treatment of R&D spending has been controversial for a long time. Proponents of a strict write-off would point to the problem that Rolls-Royce

might be hard put to defend itself. This conservative attitude often leads us to write off all spending as it is incurred. Even more alarmingly, we might not even spend on R&D if there is any doubt that it can be capitalised.

Leading industrial nations are investing in long-term capital projects. If the strictures of the SSAP are applied, it is unlikely that these projects will qualify for capitalisation. Yet they could bring dominance of future markets, leaving others out in the cold. Our conventions dampen the entrepreneurial spirit.

The treatment of goodwill has been causing controversy, but what is it? We know that a company is not the sum total of its assets. Figures rarely determine a company's value. That is why some companies in the stock market sell at multiples of annual earnings two or three times the competitor's or market capitalisation far in excess of capital employed. We all know why. Perhaps the company can boast dynamic management, dominant market share, a competent co-operative workforce, high R&D spending and enviable customer satisfaction.

These are not items that you find in a balance sheet. But as Ted Levitt, of Harvard Business School, said: "You can buy a balance sheet item any day but you can't buy a

customer — you have to satisfy him with your product, your service, your customer relations."

In accounting, we judge a company's value by considering factors that indicate no such thing and ignore the real determinants. People are not fools, and these days are even less likely to pay more than a company is worth.

What do they get when they pay for what accountants call "goodwill" and try desperately to write it off? It is without doubt the inherent worth of the company. How would a businessman react if he lost market share because his accountant advised him to increase the price of his product to maintain capital, or found his company taken over because the accountant advised him to skip dividends? Would he shun investing in a risky venture and become less competitive because his accountant insisted the venture's borrowing be shown as his own?

It would be sad indeed if accountants did not keep their wits sufficiently about them and face reality. They must play a positive and aggressive role if they want to maintain their business leadership.

The author is an independent business consultant. His book, *Accountancy's Faulty Sums*, is to be published by Macmillan this month.

071-481 4481

ACCOUNTANCY & FINANCE

FAX 071-481 9313
071-782 7828

LEADING SHAREHOLDER VALUE COMPANY EXPANDS

The Alcar Group is a provider of valuation and business planning software, corporate finance education and consulting services. With over 1,500 corporate and banking clients worldwide, Alcar is the recognised leader in the implementation of the shareholder value analysis approach and related software products. Alcar now seeks to recruit three professionals for its London office servicing clients in Europe, Africa and the Middle East.

In each case, applicants are expected to have excellent presentation and interpersonal skills. Fluency in a second European language would be a distinct advantage.

ACCOUNT MANAGER - BANKING SERVICES

The successful candidate will be responsible for the identification, and delivery, of credit analysis, corporate valuation and bank planning software solutions to financial services clients. He or she should be able to demonstrate relevant experience of bank credit procedures and the use of DCF techniques. Academic qualifications will include a good first degree and preferably an MBA or accounting accreditation. Competitive performance related salary and bonus with equity opportunity.

SENIOR ANALYST

The selected candidate will be responsible for the provision of analysis and implementation assistance in support of corporate clients. He or she will be expected to design and deliver software training for new clients. Experience in DCF analysis and of European accounting regimes is required. The successful candidate will be computer literate and able to model proficiently. Candidates should have a good first degree, preferably having attained a masters degree in finance. Competitive salary offered commensurate with age and experience.

EXECUTIVE SUPPORT

The ideal candidate will be numerate and educated to advanced level. He or she will enjoy the challenge of working in a small office environment and be prepared to work unsupervised and use their own initiative. DTP, spreadsheet, word processing knowledge and good secretarial skills are essential. Competitive salary offered commensurate with age and experience.

Please send a comprehensive letter of application together with a curriculum vitae to:

Ms. Arabella Reilly
The Alcar Group Limited
1 Harcourt House
19A Cavendish Square
London, W1M 9AB

ALCAR
The Shareholder Value Company

PROPERTY PROFESSIONAL WITH BANKING EXPERIENCE

International organisation with offices around Europe and the Middle East is seeking to engage a London based banking/property person to assist with their evaluation programme.

Candidates, preferably in their early 30's, will have a good degree and must have a relevant professional qualification. The successful candidate will be expected to use his skills in the UK, Europe and elsewhere, according to fluency in at least two languages in addition to English would be desirable.

Applicants should write in the strictest confidence with details of age, career and salary progression, education and qualification to Box No 3771, Box No Dept, Times Newspapers, PO Box 484, London E1 9BL.

AMBITIOUS GRADUATES & YOUNG PROFESSIONALS

Aged 21+ required by expanding company based in Mayfair.

£20,000 OTE - Management Opportunities

Only career minded people may apply

Call: NEIL BARNETT on 071-287-2777 (Mayfair)

Operational Audit Senior - Europe

Progressive career development role in technology driven multinational group.

Based Northern Home Counties £ Negotiable + Car

Parker Hannifin Corporation is a technology driven U.S. multi-national manufacturing group with annual sales exceeding \$2.3 billion. It is a worldwide leader in its specialist field. The group has grown both organically and by acquisition and currently has 55 operations throughout the wider European region. International operations are centred in the UK which serves as a base for its highly effective operational audit team.

Reporting to the Manager of Internal Audit - Europe, and working in a complex environment, this position will have responsibility for planning and executing operational audits and special projects throughout the region. The Audit Senior will also be expected to develop lines of communication and maintain a knowledge of developments in the various European operations.

Applicants must have previous exposure to manufacturing and be commercially aware

ACAs who have recently qualified in a big six environment or ACCAs/CIMAs with relevant experience. Fluency in a European language is desirable, although a conversational ability and willingness to develop language skills further is acceptable. Confidence and personal credibility are essential.

This opportunity offers extensive European travel, excellent commercial experience and career development into a variety of operational roles.

For further details and to arrange an interview, contact our consultant, Tim Sandwell at Barclay Simpson Associates, Hamilton House, 1 Temple Avenue, Victoria Embankment, London EC4Y 0HA. Telephone 071-936 2601.

Parker

TRUST ACCOUNTANT (Part-Qualified)

Morgan Grenfell Asset Management is one of the largest investment management companies in London. We now offer a first-class career opportunity to a highly-motivated, ambitious Part-Qualified Accountant.

This is a high-profile role, critical to our operations. As one of two Trust Accountants, you will be producing final reports and accounts for 24 Unit and Investment Trusts.

The position requires practical experience of either Investment Trust or Unit Trust Accounting. This should include checking income calculations for Unit Trust pricing; preparing NAV returns; liaising with Trust Administrators and completing statutory returns. Good communication skills,

particularly at senior levels, are essential as is adaptability and a flexible approach to your work. You should also possess good computer skills.

The experience you will gain should greatly enhance your future career development and in particular will provide you with exposure to accounting for Public Limited Companies. There will be an attractive remuneration and benefits package including mortgage subsidy, BUPA and non-contributory pension.

Please apply in writing, with a full c.v. and details of current remuneration to Fleur Bothwick, Morgan Grenfell Asset Management Limited, 20 Finsbury Circus, London EC2M 1NB.

MORGAN GRENFELL
ASSET MANAGEMENT

Tonight, while you're asleep keep up with the latest in accountancy.

Business Account
2.15 am BBC1 October 2nd
(Repeat of October 1st programme)



ACCOUNTANCY
TELEVISION

0800 333850

See Radio Times 1st October

ACCOUNTANTS

JUNIOR (1 YR + TRAINED) AND QUALIFIED (2 YRS + PQE) REQUIRED

THE FIRM OF PRAGER AND FENTON WITH OFFICES IN NEW YORK, LOS ANGELES AND LONDON PROVIDING ACCOUNTING, TAXATION, AUDITING AND ROYALTY INVESTIGATION SERVICES IS CURRENTLY SEEKING MOTIVATED PROFESSIONALS WITH AUDIT AND TAXATION KNOWLEDGE TO JOIN THE LONDON OFFICE.

PLEASE FORWARD YOUR CV WITH SALARY REQUIREMENTS TO:

NICKY COLE
PRAGER AND FENTON
MIDWAY HOUSE
27/29 CURSITOR STREET
LONDON
EC4A 1LT.

NO AGENCIES



Habibsons Bank Limited

INTERNATIONAL BANKING OPPORTUNITIES

We are seeking to recruit experienced career bankers aged 30-35 years at middle management level for a group banking company based in South Africa. Knowledge of Gujarati or Urdu would be an advantage.

Whereas the positions would be primarily in South Africa, and local employment terms would apply, assistance with relocation costs will be forthcoming.

Opportunities in due course may arise for deployment internationally with other group entities.

Applications, in writing only please, with full C.V. to:

Company Secretary, Habibsons Bank Limited
55-56 St James's Street, London, SW1A 1LA.

Closing date for applications 16th October 1992.

MANAGEMENT ACCOUNTANT £28,000

Diverse engineering/defence company, based near M4/M25 interchange, seek a management accountant with relevant industrial experience and a hands-on approach to enhance management reporting and review systems. Interested candidates, who need not necessarily be qualified, should send their CV to David Brownlee at Douglas Lambie Associates Limited, 410 Strand, London WC2R 0NS or fax details on 071-379 4820. Alternatively telephone 071-836 9581.

REINSURANCE ACCOUNTANT £17,18,000 + BENEFITS

Our client, a reinsurance company, is seeking to recruit an experienced reinsurance accountant. The position requires detailed knowledge of the accounting requirements of reinsurance companies for the production of the Annual Report and Accounts and quarterly financial statements. Experience of LIBRA and a knowledge of non-marine property and facultative business is also a prerequisite for the post. Salary up to maximum £18,000 subject to experience. Please send your curriculum vitae to: Douglas Lambie Associates, 410 Strand, London WC2R 0NS. Closing date: 15/10/92.

ALLIED WESTMINSTER

As a result of our planned expansion to complement the existing national network, 5 positions have become available on our management training programme.

c21K Inc Bonus
Age 23-35+
Call 071-931 1611
Ext 245
For interview

OPPORTUNITIES FOR NEWLY QUALIFIEDS

CORP. FINANCE	MERCHANT BANK	£28,000+
INTERNAL AUDIT	BLUE CHIP	£28,000+CAR
PA TO PARTNER	SMALL PRACTICE	£25,000
FIN. CONTROLLER	PUBLISHING	£30,000+
CO. ACCOUNTANT	MANUFACTURING	£25,000

For further details please contact SARA BAKER on 071 439 0858 or send c.v. to Premier House, 77, Oxford Street, London W1R 1BB.

LAWSON BAKER

LONDON AUDIT MANAGER £28K+CAR+BANK BENS
Extremely profitable international investment bank requires an AUDIT MANAGER to plan and schedule work for their European region and manage an audit team. Ideally a graduate ACA you should have extensive audit experience in a banking environment and be able to demonstrate a strong interest in today's financial market. Excellent career progression into roles in Credit, Treasury, Consulting or Line Management. Ref: 1440

Contact Carole Woodson on 081 677 1121 for full job description or send in your cv in strictest confidence to:

ACCOUNTANCY OPPORTUNITIES
6th Floor
73 Upper Richmond Road
London SW15 2SL

Specialists in Internal/Computer Audit recruitment

TO PLACE YOUR ADVERTISEMENT IN ACCOUNTANCY & FINANCE

PLEASE TELEPHONE 071-481 4481
OR FAX: 071-481 9313

ALL BOX NUMBER REPLIES SHOULD BE ADDRESSED TO:

BOX No:
C/o The Times Newspapers,
P.O. BOX 484,
Virginia Street, London E1 9DD

Sayedati strengthens Guineas claim

By RICHARD EVANS, RACING CORRESPONDENT

LYRIC Fantasy's remarkable run came to an end in the Tattersalls Cheveley Park Stakes at Newmarket yesterday when she lost out to Sayedati — and questionable tactics.

The hitherto unbeaten "pocket rocket", attempting six furlongs for the first time, was visibly restrained by Michael Roberts over the first two furlongs — possibly because of stamina worries — rather than being allowed to use her speed to stretch the opposition.

The change in tactics enabled Walter Swinburn and Sayedati to set a sedate gallop for the first half of the race before quickening the pace noticeably.

Suddenly Lyric Fantasy was in trouble and appeared unbalanced as she attempted to close the gap. Swinburn, a big-race rider par excellence, never had a worry as Sayedati stretched out impressively over the final furlongs to win by two lengths.

It would be unfair to Clive Britain's filly — now as low as 5-2 favourite for next season's 1,000 Guineas — to say she would not have won if the runner-up had been allowed to fly from the stalls.

But the reservations about the tactics were clearly on the mind of Richard Hannon, trainer of Lyric Fantasy, after the race.

"It might have been better if we had let her run. We had half a feeling Clive would try and make her get the trip. I thought they would go a lot faster."

"I knew mine had gone in her coat, but she had been working well and I thought she would run well. She might have had a harder race in the Nunthorpe Stakes than we thought. I think the winner is probably good, very good."

Britain, recording his eighth group one success of the season, was convinced Sayedati had won fair and square. "If Lyric Fantasy was below par, so were the others. I

always look at it constructively. We had to come here to beat her. Now we have beaten her. We are the best."

While the big bookmakers were changing their ante-post prices for the 1,000 Guineas — 4-1 with William Hill, 7-2 with Coral and 5-2 with Ladbrokes — the master of Carburg House hinted his bet of top-class fillies might enable him to run Sayedati against the colts in the 2,000 Guineas. (Coral offer 10-1).

"There is a lot of talking and dreaming to do. It might be the 2,000 Guineas for Sayedati if Sueboog and another nice filly I have got to their stuff," he said. Anesati, who makes her debut at Newmarket on Saturday, is the other filly in question.

Roberts, who could have ridden Sayedati, is unlikely to partner her again as Swinburn's retainer with Maktoum Al-Maktoum has been extended to cover horses owned by Mohammed Obaid.

Byron Lad appears to reserve his best for Newmarket in the autumn and almost certainly set a unique record when winning the Rous Stakes for the third successive year — and three different trainers.

Now in the care of Maurice Camacho, after spells with John Balding and William Pearce, the six-year-old obliged despite spreading a plate and pricking his foot when he arrived at Newmarket on Tuesday.

"He loves this place because it is a stiff five, which is what he wants," Camacho said.

Jeremy Glover's marvellous run continued when Cold Shower won the Shadwell Sud Apprentice Series Final and boosted his hopes that Rambo's Hall will run a big race in the Cambridgeshire on Saturday.

"The horses are running out of their skins now and I am not doing anything different. When you get this job right, it is like shelling peas."



Classic contender Clive Britain's talented filly Sayedati storms clear for a two-length victory over Lyric Fantasy in the Tattersalls Cheveley Park Stakes at Newmarket yesterday

Maktoums should offer explanation for sales boycott

By RICHARD EVANS

THE MAKTOUMS are the most powerful family in racing. That power carries a responsibility.

The sudden decision to boycott this week's Tattersalls sales is regrettable, but could be understandable if they explained why.

If the order not to buy at one of Europe's top sales is a protest at the unforgivable bungling by the government over the VAT rate for bloodstock in Britain, the protest is valid.

If their refusal to bid is aimed at showing the government their disgust with the state of British racing and, in particular, the low level of prize-money it would have considerable support — although probably limited effect.

If the reason is more straightforward, the family has more than enough horses and its needs will be catered for in the foreseeable future by home-breds — so be it.

I understand the recent remarks made by Michael Watt, chairman of Tattersalls, concerning the diminished stud value of Arazi are not the reason for shunning the sales.

Given the sheer scale of their purchasing power which has been witnessed in recent years, the lack of explanation over this week's events is inconsiderate, to say the least. It would be courteous, not to

say responsible, to explain the reason for snubbing the Tattersalls sales and to state how long the boycott will last — given the impact.

According to sales ring rumour, the order not to buy yearlings came from Maktoum Al-Maktoum, whose advisers are currently inspecting prospective stables in Germany. Confirmation was not forthcoming from Maktoum sources at Newmarket.

Angus Gold and Anthony Stroud, racing managers to Hamdan Al-Maktoum and Shaikh Mohammed, were both unable to cast light on the policy change.

An official statement outlining the reasons behind the radical action will be forthcoming. It was suggested obliquely.

If such a statement is planned, it must be made sooner rather than later. Continued silence will serve only to fuel worrying speculation that the Maktoums are considering reducing their racing interests in Britain.

It is understood that the Maktoums will be buying at Goffs Sales in Ireland next week, but the mood at Tattersalls yesterday morning was akin to that of a funeral. Half Tuesday's "sales" involved vendors buying in their own yearlings, according to trainers and breeders.

Cauthen on Mashaallah

STEVE Cauthen will team up with Mashaallah in the Prix de l'Arc de Triomphe on Sunday as he continues his quest for an initial success in Europe's leading middle-distance race.

Mashaallah, winner of the Irish St Leger ten days ago, was confirmed a definite runner yesterday.

The John Gosden-trained colt was one of 16 horses standing their ground at yesterday's forfeit stage.

The list should be increased to 18 today when the Irish filly Market Booster and Crique Head's Petit Loup are expected to be supplemented. Richard Quinn rides Sapience for David Elsworth.

SPORTS LETTERS

Driver safety is top concern for Indy cars

From Mr Brian Sims

Sir, The former Formula One world champion, Emerson Fittipaldi, was quoted (September 25) as saying that Nigel Mansell must not move into Indy Car racing with a high degree of caution. Your correspondent finished by suggesting that Indy cars are not built to the same standards as grand prix cars. It is important to set the record straight.

1. Lola-Cars designs and builds over 70 per cent of the cars competing in the American Indy Car championship. The design and construction of cars for this series is, without doubt, on a par with the Formula One cars that Lola has been building for many years. The regulations are certainly different from Formula One, but the primary criterion is driver safety.

The components of each car are rigorously tested to a specified degree prior to being

shipped to America. Design of these cars incorporates special features which take into account the type of accidents that are likely to occur at oval circuits, where there are no run-off areas, as well as on the conventional road circuits.

2. The Indy Car championship comprises 17 rounds, but only five of these are on oval circuits. The rest are on road circuits similar in layout to those raced on by Formula One teams. Of the five ovals, only two are high-speed circuits, Indianapolis and Michigan, and certainly the cars reach high speeds (232.8mph average speed at this year's Indy 500).

However, freak weather conditions, with temperatures suddenly dropping from 80°F to less than 50°F, caused havoc with the tyre grip and a multitude of high-speed accidents occurred.

It is a testimony to the high safety standard of our cars that drivers such as Nelson Piquet

and Jeff Andretti survived 200mph, head-on impacts with the concrete walls, suffering only serious leg fractures. Admittedly, Joy Marcello was killed in practice when he hit the wall at a much lower speed, but he apparently died from head injuries sustained when his helmet slipped forward and he received a blow to the back of his head.

3. Marcello's death was the first Indy Car fatality in ten years. Formula One has lost three drivers in that time.

4. Nigel Mansell is one of the two top racing drivers in the world, and we are delighted to have him driving a Lola in 1993. He will undoubtedly treat with great caution the new style of racing in which he will compete.

Yours faithfully,
BRIAN SIMS,
Lola Motor Racing Management Ltd., Gleebe Road, St Peter's Hill, Huntingdon, Cambridgeshire.

Polo needs changes

From Major Hugh Durrant

Sir, I congratulate John Wason on his article highlighting what is, in my opinion, the worst of the worst crimes. Lamb is no criminal. He is obviously a principled man who is concerned for the future of cricket, so why must the TCCB take such a moralistic attitude, under the pretext of Lamb having broken his contract with it, towards his specialising out about unfair play?

The TCCB's actions in this matter have done nothing other than condone ball-tampering. It has not told the public that this has not been happening. Indeed, it has not told the public that which relates to Lamb having revealed what was going on.

What of the cricketing public? If the TCCB knew as it must have that ball-tampering was going on, I suggest that those going to watch cricket are being conned. Spectators at a cricket match only to watch one team try to cheat another fairly and squarely. They do not expect to be allowed to pay to watch unfair play, and it is possible that this is exactly what has been happening, although the TCCB would have had it in its power to prevent it.

The TCCB should take a long hard look at itself and at what its objectives really are. Promotion of the sport and maintaining the highest standards of play should be paramount in its thinking, but

TCCB sells public short

From Mr R. Gordon

Sir, In any circles, including the criminal courts, a fine of £5,000 plus costs, as levied by the Test and County Cricket Board (TCCB) on Allan Lamb, is excessive for all but the worst crimes. Lamb is no criminal. He is obviously a principled man who is concerned for the future of cricket, so why must the TCCB take such a moralistic attitude, under the pretext of Lamb having broken his contract with it, towards his specialising out about unfair play?

The TCCB's actions in this matter have done nothing other than condone ball-tampering. It has not told the public that this has not been happening. Indeed, it has not told the public that which relates to Lamb having revealed what was going on.

What of the cricketing public? If the TCCB knew as it must have that ball-tampering was going on, I suggest that those going to watch cricket are being conned. Spectators at a cricket match only to watch one team try to cheat another fairly and squarely. They do not expect to be allowed to pay to watch unfair play, and it is possible that this is exactly what has been happening, although the TCCB would have had it in its power to prevent it.

The TCCB should take a long hard look at itself and at what its objectives really are. Promotion of the sport and maintaining the highest standards of play should be paramount in its thinking, but

nothing it has done recently suggests this is so. The minute a problem arises it hides behind some pretext or other. It seems to think it is unsavoury to no one, but may I suggest that, as a ruling body, it is actually accountable to everybody who pays to watch the game. Its image is tarnished, but not beyond repair if it cares to act quickly.

Why is Lamb the only person involved in the whole episode to be taken to task? It does not make sense that an innocent man should be treated in such a way while the apparently guilty party or parties get off.

Yours faithfully,
R. GORDON,
Willowdale,
Tipton, File.

From Mr Alex Houlgate

Sir, Your third leader (Open cricket, September 25) is most timely. Justice must be seen to be done.

But do I detect a regrettable contagion in your leader-writer of the cynicism and secrecy displayed by the International Cricket Council and the Test and County Cricket Board?

Why no censure call to mass action by cricket-lovers everywhere?

As an aged slow left-arm bowler struggling to keep his place in the local second XI, I need all the help I can get.

I absolutely demand to know how the ball can be profitably tampered with.

Yours sincerely,
ALEX HOULGATE,
31 Goff Terrace,
Inver, Aberdeenshire.

Ruin for breeders

From the President of The Thoroughbred Breeders' Association

Sir, New VAT legislation, effective from January 1 next year, has enabled Tattersalls, the leading bloodstock auctioneers in Europe, to continue to hold all of its sales at Newmarket in 1993.

The Treasury has interpreted the regulations to allow EC horses imported for sale in Britain to be sold free of VAT, to the detriment of British bloodstock, which carries the burden of 17.5 per cent VAT.

The whole of the British breeding industry is facing ruin from this unfair competition and distortion of trade. All breeders are totally dissatisfied with the hollow promises of a level playing-field from Treasury ministers.

The Treasury's half-hearted attempts to remedy the situation during the transitional period, by the introduction of two ineffectual and expensive schemes, have only made the situation worse for British breeders. These schemes are:

1. A flat-rate farmers scheme, which does nothing for the British thoroughbred breeder because the input tax costs are not recoverable. It does, however, enable the majority of Irish breeders to sell their yearlings to the racing market in England through British auction sales, without VAT.

Above average

From Mr Michael Meadmore

Sir, A gremlin must have caused the average duration of a point in the final at Wimbledon, 3.65sec, to be cited in the Sporting Diary

(September 26) as the length of point on Ivanisevic's service. His average was in fact 1.85sec.

Yours faithfully,
MICHAEL MEADMORE,
8 Pennard Road, W12

New leadership

From Mr Edward Grayson

Sir, John Goodbody (September 29) is fully justified in enquiring how Peter Brooke in cabinet, with his mix of new responsibilities for media, heritage and arts alongside sport, must now decide whether the government is going to provide the necessary leadership, or whether we are going to continue with a lack of focus.

Mr Brooke also ought to use his clout in cabinet to ensure that the government's pre-election promise, on which it has reneged, to match business sponsorship pound for pound, and also guard against funding himself in the position testified to the House of Commons environment committee in 1985 by one of his predecessors, Richard Tracey, that only 20 per cent of his time was available for sport and recreation matters. When the prime minister has dealt with his European economic difficulties, perhaps he will wake up to realising how sport and recreation are too valuable in the cultural life of the nation to be shared with other elements.

I am, Sir, yours faithfully,
EDWARD GRAYSON,
4 Paper Buildings,
Temple, EC4.

A key to improvement is learning to handle pressure, which the lower-handicapped players could do if allowed to soak it up through continued involvement despite making mistakes. Then the high-goal players, with a little less to do, would have a decrease in pressure and a more time to use their skills.

A non-playing coach should be able to mould players of vastly different standards, but few will have this ability until the HPA coordinates the production of coaches for every level of play. This would also create continuity for beginners, who often suffer damaging confusion from hearing different instructions.

The umpiring problem must also be addressed with courage. There would be many fewer disputes if there was a considerable reduction in the number of fouls committed. This can only happen if the players seriously do not wish to foul, thus making the task of officiating easier. There must be ways to induce the necessary attitude, such as keeping and publishing statistics on fouls which would add impetus to the job of the referees.

None of the above would be easy to achieve, but something must be done.

Yours sincerely,
HUGH DAWDAY,
Whitfield Court,
Waterford,
Ireland.

Sports Letters may be sent by fax to 071-753 5015. They should include a daytime telephone number.

CYCLING

Riders frustrated by failure to open track

THREE months after the steeply banked track at Herne Hill, south London, designed to take speeds of up to 65mph, was completed it is still unavailable for racing or training and may not open until next year (Peter Bryan writes).

The old track, built more than 100 years ago and venue for the 1948 Olympic Games, was demolished late last year and replaced by a smaller 450-metre racing "bowl" by Southwark Council, with the aid of a Sports Council grant of more than £250,000.

But the local council's refusal to allow the track to be used has meant the cancellation of the all-London championships planned for this month.

Eddie Wingrave, who had hoped to stage the championships, as the track's opening meeting, was critical yesterday

of the Southwark Council. "I have been fobbed off with delaying tactics which has made it impossible to give the hundred or so riders we could expect for the championships a firm date," he said.

Tom Webb, a former Australian international, designed and built the velodrome. "I covered the cement base with a quarter-inch of epoxy-resin," he said. "That surface should make it the fastest of any British track and it will also prevent it breaking up in the winter."

Nobody from Southwark Council was available to confirm when the track could first be used. Meanwhile, riders including Britain's leading six-day competitor, Tony Doyle, will find the main gate leading to the track locked and entry barred.

NATIONAL FUN RUN RESULTS

Men	Women
8-10: 1. C. P. O'Connell, 7.10.0; 2. S. W. O'Connell, 7.10.0; 3. P. P. O'Connell, 7.10.0; 4. M. H. O'Connell, 7.10.0; 5. B. O'Connell, 7.10.0; 6. K. O'Connell, 7.10.0; 7. J. O'Connell, 7.10.0; 8. D. O'Connell, 7.10.0; 9. R. O'Connell, 7.10.0; 10. L. O'Connell, 7.10.0.	8-10: 1. M. O'Connell, 7.10.0; 2. S. O'Connell, 7.10.0; 3. P. O'Connell, 7.10.0; 4. M. O'Connell, 7.10.0; 5. B. O'Connell, 7.10.0; 6. K. O'Connell, 7.10.0; 7. J. O'Connell, 7.10.0; 8. D. O'Connell, 7.10.0; 9. R. O'Connell, 7.10.0; 10. L. O'Connell, 7.10.0.
11-13: 1. C. P. O'Connell, 7.10.0; 2. S. W. O'Connell, 7.10.0; 3. P. P. O'Connell, 7.10.0; 4. M. H. O'Connell, 7.10.0; 5. B. O'Connell, 7.10.0; 6. K. O'Connell, 7.10.0; 7. J. O'Connell, 7.10.0; 8. D. O'Connell, 7.10.0; 9. R. O'Connell, 7.10.0; 10. L. O'Connell, 7.10.0.	11-13: 1. M. O'Connell, 7.10.0; 2. S. O'Connell, 7.10.0; 3. P. O'Connell, 7.10.0; 4. M. O'Connell, 7.10.0; 5. B. O'Connell, 7.10.0; 6. K. O'Connell, 7.10.0; 7. J. O'Connell, 7.10.0; 8. D. O'Connell, 7.10.0; 9. R. O'Connell, 7.10.0; 10. L. O'Connell, 7.10.0.
14-16: 1. C. P. O'Connell, 7.10.0; 2. S. W. O'Connell, 7.10.0; 3. P. P. O'Connell, 7.10.0; 4. M. H. O'Connell, 7.10.0; 5. B. O'Connell, 7.10.0; 6. K. O'Connell, 7.10.0; 7. J. O'Connell, 7.10.0; 8. D. O'Connell, 7.10.0; 9. R. O'Connell, 7.10.0; 10. L. O'Connell, 7.10.0.	14-16: 1. M. O'Connell, 7.10.0; 2. S. O'Connell, 7.10.0; 3. P. O'Connell, 7.10.0; 4. M. O'Connell, 7.10.0; 5. B. O'Connell, 7.10.0; 6. K. O'Connell, 7.10.0; 7. J. O'Connell, 7.10.0; 8. D. O'Connell, 7.10.0; 9. R. O'Connell, 7.10.0; 10. L. O'Connell, 7.10.0.
17-19: 1. C. P. O'Connell, 7.10.0; 2. S. W. O'Connell, 7.10.0; 3. P. P. O'Connell, 7.10.0; 4. M. H. O'Connell, 7.10.0; 5. B. O'Connell, 7.10.0; 6. K. O'Connell, 7.10.0; 7. J. O'Connell, 7.10.0; 8. D. O'Connell, 7.10.0; 9. R. O'Connell, 7.10.0; 10. L. O'Connell, 7.10.0.	17-19: 1. M. O'Connell, 7.10.0; 2. S. O'Connell, 7.10.0; 3. P. O'Connell, 7.10.0; 4. M. O'Connell, 7.10.0; 5. B. O'Connell, 7.10.0; 6. K. O'Connell, 7.10.0; 7. J. O'Connell, 7.10.0; 8. D. O'Connell, 7.10.0; 9. R. O'Connell, 7.10.0; 10. L. O'Connell, 7.10.0.
20-22: 1. C. P. O'Connell, 7.10.0; 2. S. W. O'Connell, 7.10.0; 3. P. P. O'Connell, 7.10.0; 4. M. H. O'Connell, 7.10.0; 5. B. O'Connell, 7.10.0; 6. K. O'Connell, 7.10.0; 7. J. O'Connell, 7.10.0; 8. D. O'Connell, 7.10.0; 9. R. O'Connell, 7.10.0; 10. L. O'Connell, 7.10.0.	20-22: 1. M. O'Connell, 7.10.0; 2. S. O'Connell, 7.10.0; 3. P. O'Connell, 7.10.0; 4. M. O'Connell, 7.10.0; 5. B. O'Connell, 7.10.0; 6. K. O'Connell, 7.10.0; 7. J. O'Connell, 7.10.0; 8. D. O'Connell, 7.10.0; 9. R. O'Connell, 7.10.0; 10. L. O'Connell, 7.10.0.
23-25: 1. C. P. O'Connell, 7.10.0; 2. S. W. O'Connell, 7.10.0; 3. P. P. O'Connell, 7.10.0; 4. M. H. O'Connell, 7.10.0; 5. B. O'Connell, 7.10.0; 6. K. O'Connell, 7.10.0; 7. J. O'Connell, 7.10.0; 8. D. O'Connell, 7.10.0; 9. R. O'Connell, 7.10.0; 10. L. O'Connell, 7.10.0.	23-25: 1. M. O'Connell, 7.10.0; 2. S. O'Connell, 7.10.0; 3. P. O'Connell, 7.10.0; 4. M. O'Connell, 7.10.0; 5. B. O'Connell, 7.10.0; 6. K. O'Connell, 7.10.0; 7. J. O'Connell, 7.10.0; 8. D. O'Connell, 7.10.0; 9. R. O'Connell, 7.10.0; 10. L. O'Connell, 7.10.0.
26-28: 1. C. P. O'Connell, 7.10.0; 2. S. W. O'Connell, 7.10.0; 3. P. P. O'Connell, 7.10.0; 4. M. H. O'Connell, 7.10.0; 5. B. O'Connell, 7.10.0; 6. K. O'Connell, 7.10.0; 7. J. O'Connell, 7.10.0; 8. D. O'Connell, 7.10.0; 9. R. O'Connell, 7.10.0; 10. L. O'Connell, 7.10.0.	26-28: 1. M. O'Connell, 7.10.0; 2. S. O'Connell, 7.10.0; 3. P. O'Connell, 7.10.0; 4. M. O'Connell, 7.10.0; 5. B. O'Connell, 7.10.0; 6. K. O'Connell, 7.10.0; 7. J. O'Connell, 7.10.0; 8. D. O'Connell, 7.10.0; 9. R. O'Connell, 7.10.0; 10. L. O'Connell, 7.10.0.
29-31: 1. C. P. O'Connell, 7.10.0; 2. S. W. O'Connell, 7.10.0; 3. P. P. O'Connell, 7.10.0; 4. M. H. O'Connell, 7.10.0; 5. B. O'Connell, 7.10.0; 6. K. O'Connell, 7.10.0; 7. J. O'Connell, 7.10.0; 8. D. O'Connell, 7.10.0; 9. R. O'Connell, 7.10.0; 10. L. O'Connell, 7.10.0.	29-31: 1. M. O'Connell, 7.10.0; 2. S. O'Connell, 7.10.0; 3. P. O'Connell, 7.10.0; 4. M. O'Connell, 7.10.0; 5. B. O'Connell, 7.10.0; 6. K. O'Connell, 7.10.0; 7. J. O'Connell, 7.10.0; 8. D. O'Connell, 7.10.0; 9. R. O'Connell, 7.10.0; 10. L. O'Connell, 7.10.0.
32-34: 1. C. P. O'Connell, 7.10.0; 2. S. W. O'Connell, 7.10.0; 3. P. P. O'Connell, 7.10.0; 4. M. H. O'Connell, 7.10.0; 5. B. O'Connell, 7.10.0; 6. K. O'Connell, 7.10.0; 7. J. O'Connell, 7.10.0; 8. D. O'Connell, 7.10.0; 9. R. O'Connell, 7.10.0; 10. L. O'Connell, 7.10.0.	32-34: 1. M. O'Connell, 7.10.0; 2. S. O'Connell, 7.10.0; 3. P. O'Connell, 7.10.0; 4. M. O'Connell, 7.10.0; 5. B. O'Connell, 7.10.0; 6. K. O'Connell, 7.10.0; 7. J. O'Connell, 7.10.0; 8. D. O'Connell, 7.10.0; 9. R. O'Connell, 7.10.0; 10. L. O'Connell, 7.10.0.
35-37: 1. C. P. O'Connell, 7.10.0; 2. S. W. O'Connell, 7.10.0; 3. P. P. O'Connell, 7.10.0; 4. M. H. O'Connell, 7.10.0; 5. B. O'Connell, 7.10.0; 6. K. O'Connell, 7.10.0; 7. J. O'Connell, 7.10.0; 8. D. O'Connell, 7.10.0; 9. R. O'Connell, 7.10.0; 10. L. O'Connell, 7.10.0.	35-37: 1. M. O'Connell, 7.10.0; 2. S. O'Connell, 7.10.0; 3. P. O'Connell, 7.10.0; 4. M. O'Connell, 7.10.0; 5. B. O'Connell, 7.10.0; 6. K. O'Connell, 7.10.0; 7. J. O'Connell, 7.10.0; 8. D. O'Connell, 7.10.0; 9. R. O'Connell, 7.10.0; 10. L. O'Connell, 7.10.0.
38-40: 1. C. P. O'Connell, 7.10.0; 2. S. W. O'Connell, 7.10.0; 3. P. P. O'Connell, 7.10.0; 4. M. H. O'Connell, 7.10.0; 5. B. O'Connell, 7.10.0; 6. K. O'Connell, 7.10.0; 7. J. O'Connell, 7.10.0; 8. D. O'Connell, 7.10.0; 9. R. O'Connell, 7.10.0; 10. L. O'Connell, 7.10.0.	38-40: 1. M. O'Connell, 7.10.0; 2. S. O'Connell, 7.10.0; 3. P. O'Connell, 7.10.0; 4. M. O'Connell, 7.10.0; 5.

Silver Wizard to speed clear

FOREST Wind's recent victory in the Mill Reef Stakes at Newbury was a positive indication that Silver Wizard can capture the Newgate Stud Middle Park Stakes at Newmarket today.

In his previous race at Kempton, Forest Wind, receiving 4lb, was no match for Silver Wizard in the Sirenia Stakes, and was beaten two-and-a-half lengths.

Yet at Newbury, Forest Wind proved capable of beating Marina Park, one of the season's best two-year-old fillies, who had excelled the time before at Deauville, where she finished a close third behind Zafonic and Scragge in the Prix Morry.

A line involving Forest Wind, Marina Park, and the Prix Morry fourth, Wixom, appears to give Silver Wizard the clear beating of the French challenger. Zafonic, who attempts to go one better than

MICHAEL PHILLIPS

Lion Cavern did in the corresponding event last year. Zieten maintained his unbeaten record when winning the group three Prix d'Arenberg over five furlongs at Longchamp early last month. But he only had three-quarters of a length in hand over Wixom on that occasion.

Again using Forest Wind as the yardstick, Silver Wizard should also account for the Mill Reef Stakes fourth, Pips Pride, who had earlier won the valuable Heinz 50 Stakes at Leopardstown.

As the season has progressed, it has become clear that Khalid Abdulla has some good two-year-olds, notably Zafonic and Tenby.

Factual, his runner today, is not without a chance according to his trainer, Barry Hills, even though the race he won at Doncaster last month was nothing out of the ordinary.

In an attempt to win today's feature race a second time in as many attempts following Rodrigo De Triano's victory last year, Peter Chapple-Hyam now relies on Robert Sangster's Goodwood and Ayr winner, Wootton Rivers.

It was over a mile that he scored on the Scottish track last month though and I anticipate him being outpaced over this six-furlong trip by the sharp Silver Wizard, who is my nap.

Chapple-Hyam expects White Muzzle to prove his best shot today by winning the second division of the Tuxi News Westley Maiden Stakes. By Dancing Brave, White Muzzle was an eye-catching third first time out to Pen-

broke and The Informer in the Haynes Hanson and Clark Stakes at Newbury, and he is preferred to Press Gallery and Black Dragon.

While The Informer should obviously go well in the earlier division, there was a strong tip on Newmarket Heath yesterday that he will be thwarted again, this time by the Henry Cecil-trained newcomer Placeville (1.30).

Well as Surrentus last year, Westminister-Motor Taxi Insurance Godolphin Stakes last year, he is likely to find it much harder this time now that he has to concede a stone to the St Leger runner-up, Sooms.

At Lingfield, Will Soon can land the Autumn Handicap, following that credible third at Newbury behind What Kay Did and Googly, who has already given the form a boost by winning at Haydock subsequently.

NEWMARKET

MANDARIN
1.30 Placerville.
2.00 White Muzzle.
2.35 Sooms.
3.05 Local Heroine.
3.40 SILVER WIZARD (nap).
4.10 Million in Mind.
4.40 Asthina.

THUNDERER
1.30 Placerville.
2.00 Black Dragon.
2.35 Sooms.
3.05 The Sharp Bidder.
3.40 Silver Wizard.
4.10 MILLION IN MIND (nap).
4.40 Asthina.

RICHARD EVANS: 2.00 Press Gallery. 2.35 STEPFORTH (nap). 4.10 Kiveton Kabooz.
Our Newmarket Correspondent: 1.30 PLACERVILLE (nap). 2.35 Tapie Rouge. 4.40 Sasparella.

The Times Private Handicapper's top rating: SILVER WIZARD.

GOING: GOOD DRAW: NO ADVANTAGE SIS

1.30 TAXI NEWS WESTLEY MAIDEN STAKES

(Div II: 2-Y-O: £3,850; 7f) (11 runners)
1 (10) AL SENIOR (Surrey Handicap) L. Curren 9-0. D. Lottel
2 (12) BLACK DRAGON (Surrey Handicap) G. Hills 9-0. P. Robinson
3 (11) BURRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
4 (10) DANNY BOY (2f) (Surrey Handicap) G. Hills 9-0. D. Lottel
5 (10) HES A KING (Surrey Handicap) J. Dunlop 9-0. W. Carson
6 (11) WHITE MIZZLE (Surrey Handicap) M. Roberts 9-0. P. Robinson
7 (10) PIPER (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
8 (10) STORM CANYON (Surrey Handicap) J. Dunlop 9-0. W. Carson
9 (10) THUNDERER (Surrey Handicap) G. Hills 9-0. P. Robinson
10 (11) WARSITE (Surrey Handicap) M. Roberts 9-0. P. Robinson
11 (12) WATER SNIFFER (Surrey Handicap) G. Hills 9-0. D. Lottel
12 (10) BLUEBERRY (Surrey Handicap) M. Roberts 9-0. P. Robinson
13 (11) CANADIAN EAGLE (Surrey Handicap) L. Curren 9-0. D. Lottel
14 (11) KAROLEE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
15 (11) LAKE POOD (2f) (Surrey Handicap) J. Dunlop 9-0. W. Carson
16 (11) WHITE MIZZLE (Surrey Handicap) M. Roberts 9-0. P. Robinson
17 (10) CRYSTAL QUEEN (Surrey Handicap) M. Roberts 9-0. P. Robinson
18 (11) DANCING PRINCE (Surrey Handicap) M. Roberts 9-0. P. Robinson
19 (11) MASHAW (Surrey Handicap) J. Dunlop 9-0. W. Carson
20 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
21 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
22 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
23 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
24 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
25 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
26 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
27 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
28 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
29 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
30 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
31 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
32 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
33 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
34 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
35 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
36 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
37 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
38 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
39 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
40 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
41 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
42 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
43 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
44 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
45 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
46 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
47 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
48 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
49 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
50 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
51 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
52 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
53 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
54 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
55 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
56 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
57 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
58 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
59 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
60 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
61 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
62 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
63 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
64 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
65 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
66 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
67 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
68 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
69 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
70 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
71 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
72 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
73 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
74 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
75 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
76 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
77 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
78 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
79 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
80 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
81 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
82 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
83 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
84 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
85 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
86 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
87 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
88 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
89 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
90 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
91 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
92 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
93 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
94 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
95 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
96 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
97 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
98 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
99 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
100 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
101 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
102 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
103 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
104 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
105 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
106 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
107 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
108 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
109 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
110 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
111 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
112 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
113 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
114 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
115 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
116 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
117 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
118 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
119 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
120 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
121 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
122 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
123 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
124 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
125 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
126 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
127 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
128 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
129 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
130 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
131 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
132 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
133 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
134 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
135 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
136 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
137 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
138 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
139 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
140 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
141 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
142 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
143 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
144 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
145 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
146 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
147 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
148 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
149 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
150 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
151 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
152 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
153 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
154 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
155 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
156 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
157 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
158 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
159 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
160 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
161 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
162 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
163 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
164 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
165 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
166 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
167 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
168 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
169 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
170 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
171 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
172 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
173 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
174 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
175 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
176 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
177 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
178 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
179 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
180 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
181 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
182 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
183 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
184 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
185 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
186 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
187 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
188 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
189 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
190 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
191 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
192 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
193 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
194 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
195 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
196 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
197 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
198 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
199 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
200 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
201 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
202 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
203 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
204 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
205 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
206 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
207 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
208 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
209 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
210 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
211 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
212 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
213 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
214 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
215 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
216 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
217 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
218 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
219 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
220 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
221 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
222 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
223 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
224 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
225 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
226 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
227 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
228 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
229 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
230 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
231 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
232 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
233 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
234 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
235 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
236 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
237 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
238 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
239 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
240 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
241 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
242 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
243 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
244 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
245 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
246 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
247 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
248 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
249 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
250 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
251 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
252 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
253 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
254 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
255 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
256 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
257 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
258 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
259 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
260 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
261 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
262 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
263 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
264 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
265 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
266 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
267 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
268 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
269 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
270 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
271 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
272 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
273 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
274 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
275 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
276 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
277 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
278 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
279 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
280 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
281 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
282 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
283 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
284 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
285 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
286 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
287 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
288 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
289 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
290 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
291 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
292 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
293 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
294 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
295 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
296 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
297 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
298 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
299 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
300 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
301 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
302 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
303 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
304 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
305 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
306 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
307 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
308 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
309 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
310 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
311 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
312 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
313 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
314 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
315 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
316 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
317 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
318 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
319 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
320 (11) BARRAGE (Surrey Handicap) P. Chapple-Hyam 9-0. J. Field
321

PONTINS CENTRAL LEAGUE: First division: Leeds v Liverpool (7.00). Manchester United v Sunderland (7.00). Newcastle v Notts County (7.00). Wolverhampton v Stoke (7.00)

OTHER SPORT

BOXING: Commonwealth middleweight title. Richie Woodhall (Teitford) v John Ashton (Teitford Ice Rink).

SPEEDWAY: Homefile League: First division: Ipswich v Coventry (7.30). Swindon v King's Lynn (7.45).

Hammam opposes suspension over film

FA charges Jones with disrepute for part in video

By LOUISE TAYLOR

VINNIE Jones, the Wimbledon midfielder player, was yesterday charged by the Football Association with bringing the game into disrepute, for his part in a videotape that glorifies violent tackles and cheating.

Sam Hammam, the Wimbledon owner, described Jones as a "mosquito brain" for agreeing to present the film, *Soccer's Hard Men*. The FA will decide what action to take in 14 days' time but the penalty seems certain to be a suspension rather than a fine. Disrepute cases have always been dealt with by hitting the offender in the pocket but, as Jones has been highly paid by Vision Video, a pecuniary punishment would be ineffective.

Suspension would hurt Jones and Wimbledon. The FA has unlimited powers in that area.

Hammam yesterday said: "I will be talking to Vinnie

about this. I am very unhappy. He has let himself down badly. Any FA action should be directed at Vinnie. If he was suspended, then Wimbledon would suffer for something that is nothing to do with us.

"According to a player's contract, Jones would have had to consult the club that he was playing for at the time [Chelsea] before making the video. I assume he had their blessing. It is nothing to do with Wimbledon."

Colin Hutchinson, Chelsea's managing director, said: "We were not asked permission by Jones. And if he had asked we would not have allowed it. But we were never approached."

Jones, 27, who rejoined Wimbledon last month after stints with Leeds United, Sheffield United and Chelsea, uses the video to detail plays such as elbowing opponents, raking their calves after the ball is gone, pulling their under-arm

hair and treading on their toes at corner kicks.

The video was condemned by the Professional Footballers' Association, which investigated the possibility of issuing an injunction to ban it but discovered this was not legally viable.

Vision Video are predicting sales of 200,000 when the film goes on sale on October 19.

One sentence of Jones's commentary could guarantee a suspension on its own. On the video, Jones says: "If you are going over the top on me, you've got to put me out of the game because I'll be coming back for you, whether it's in the next five minutes or next season."

□ Aston Villa have persuaded BSkyB to bring forward the kick-off of the Premier League match against Queens Park Rangers on November 1 to 3pm.

BSkyB's Sunday games have all kicked off at 4pm since the start of the season. Steve Stride, the Villa secretary, said: "I wrote to the Premier League at the start of the season and told them 4pm was the worst possible time which could have been picked. In the winter months it will be dark and cold by then and those conditions are not conducive to attracting people away from the comfort of their armchairs."

BSkyB have also agreed to switch the following week's Sheffield derby at Bramall Lane to 3pm.

□ Peterborough have to decide whether to go ahead with the signing of Chris Wilcox from Hull after a Football League tribunal yesterday set a fee of £90,000. Hull wanted £200,000, while Peterborough offered £60,000.

The tribunal also ruled that Peterborough would have to pay an additional £20,000 for Wilcox after 30 appearances, plus 20 per cent of any future transfer profit.

The tribunal decided that Charlton Athletic must pay £75,000 for John Robinson, the Brighton forward, plus one-third of any future transfer profit. Charlton had offered £50,000 plus 20 per cent, but Brighton wanted £150,000.



Certain choice: Shearer will be named to lead the England attack against World Cup rivals Norway

Wright's reprieve helps Taylor

By STUART JONES
FOOTBALL CORRESPONDENT

AN AMATEUR cameraman has come to the aid of Ian Wright and Graham Taylor. A video, taken during Millwall's Coca-Cola Cup tie at Highbury last week, provides conclusive evidence that the Arsenal football club forward was indeed struck by a missile thrown from the crowd.

Wright, who was accused of feigning injury by the chairman of Millwall, Reg Burr, might have been asked by the Football Association to explain his conduct. However, there is now no need. Had that been the case, Taylor, the England manager, would have been reluctant to select Wright in his England squad, to be announced today.

Taylor last week reminded

his representatives that they all bear a responsibility to maintain a high standard of behaviour on and off the pitch. Wright, a member of the club with the worst disciplinary record in the Premier League, has already been cautioned three times this season.

Although he is unlikely to figure in the starting line-up for the World Cup qualifying tie against Norway at Wembley on October 14, Wright would be a valuable alternative should the prime candidate be missing. Alan Shearer, as long as he is available, is certain to lead the attack. But Taylor is short of other options. David Hirst is injured, the experiment of employing Nigel Clough failed in Spain three weeks ago, and Peter Beardsley is

not sure to have recovered from his hamstring strain to play for Everton against Oldham Athletic at Boundary Park on Sunday.

The confidence of David White appears to have been lost, if only temporarily, since he made his debut in Santander, and Tony Daley, Taylor's choice of winger during the European championship finals, has yet to return from injury. The vacancy on the flank could conceivably be filled by John Salako.

Salako first came to prominence during the South Pacific tour in the summer of last year, but his career was suspended by a severe knee injury. After a revolutionary operation, which had been perfected in California, he was able to resume for Crystal Palace this season.

Fitness uncertainties will concern Taylor in other areas. He has already indicated that Paul Gascoigne will be involved, although not necessarily as an official member of the squad. The damage inflicted on his knee in Rome last weekend has yet to be fully clarified. Mark Wright, who was not taken by Liverpool to Cyprus for their European Cup Winners' Cup tie, is another doubt. Since Rob Jones is also recuperating, Taylor continues to be beset by problems at right back.

Taylor habitually springs at least one surprise in his parties but he is likely to retain as many of his recognised members as he can. The only area, though, which appears to be straightforward is the choice of his two goalkeepers, Woods and Martyn.

End of the road for sportscar contest

THE world sportscar championship is to be axed in 1993 and replaced with a series of GT races, ending 40 years of global sportscar racing, officials said yesterday.

Max Mosley, the president of Fisa, the governing body, is expected to confirm the end of the ailing championship which has seen low entries and cancelled races this season, at the association's annual conference in Paris next week.

"We'll have to forget about a Group C championship," Mosley said. "The cars won't be around next year. Our priorities are to get our GT regulations sorted out and get a good calendar. The first races will be at Daytona and Sebring, and we'll have to see where we go from there."

Group C cars produce performances much like those of Formula One racing cars and there have been moves to introduce regulations to bring in vehicles more closely resembling traditional road-going cars to open up competition beyond the big factory teams.

The world sportscar championship is to wind up at Magny Cours, France, on October 18. The 1992 title has already been won by Peugeot.

At its peak, in 1989, seven manufacturers fought for the world title amidst packed fields. But the change to prohibitively costly regulations and a lack of promotion meant that, of this year's races, only Le Mans attracted more than 11 cars.

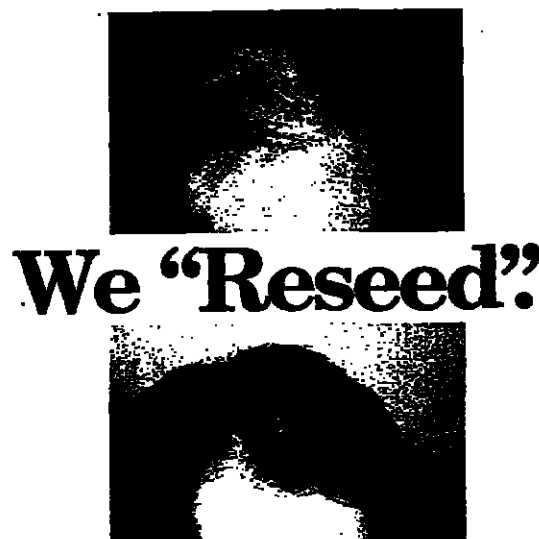
But even Le Mans is taking legal action against Fisa for lost revenue after the famous event attracted an entry of only 28, the lowest since 1932. (Reuters)

1996 decision criticised

Strasbourg: The International Olympic Committee was swayed by commercial considerations in deciding to stage the 1996 Games in Atlanta, Georgia, according to a Council of Europe committee report presented here yesterday.

"It is regretted that these kind of considerations prevailed in the choice of Atlanta and in the rejection of the historically justifiable offer made by Greece," the report, signed by Günther Müller, a German Christian Democrat member of the European parliament, stated. (AFP)

You Recede.



With Advanced Hair Transplantation Technique - "Microblending"

Most people experiencing hair loss can correct their problem by relocating their own natural living hair. Philips Hair Clinic's physicians take the excess living hair roots from the back of the head and "reseed" the thinning and balding areas at the front or top of the head. Single hair roots can be transferred to give a completely natural appearance so there's no

"doll's hair" look. What's more, unlike the original hairs, these won't fall out because they're genetically programmed to last a lifetime. If hair loss is eroding your confidence and you want permanent success, do what over 3,000 patients have done: "Reseed" with Philips revolutionary Hair Transplantation Technique - MICROBLENDING.

PHILIPS

Send the coupon or call us today for a free information pack.
0924 364575
Philips Hair & Health Clinic Ltd., 7 Providence Street, Wakefield WF1 3BG

Name: _____
Address: _____
Postcode: _____

Exhausted Faldo pulls out of the Stuttgart Masters

By OUR SPORTS STAFF

NICK Faldo, the world's leading golfer, has withdrawn from the Mercedes German Masters, which starts in Stuttgart today, because he is "mentally and physically exhausted".

Faldo had been contracted to play in a strong field including Fred Couples, the American winner of the US Masters this year, Ian Woosnam, Severiano Ballesteros, Jose Maria Olazabal, Sandy Lyle and Bernhard Langer. He is due to play in the Toyota World Match Play Championship, which starts at Wentworth next week, and has decided that it would be best to take a rest.

It is not surprising after Faldo, the Open champion, played one of his worst rounds of the year during the final stages of the Player Open on Sunday. Leading by three shots with 10 holes to play, he

had a nightmare finish of six bogeys and only four pars to come home in 42 and slump to joint fifth place.

Faldo could not understand what had happened to his normal impeccable swing, as he went into trees, bushes, and bunkers.

Andy McFee, the German Masters tournament director, said yesterday that Faldo would be fined £250 for withdrawing after the deadline for scratching, but it will not hurt Faldo too much as he has already won £591,094 on the European Tour this year alone.

Faldo has competed in 14 European Tour events this year and has won four of them and been in the top five in seven. Even though he has been far more relaxed than usual for most of the year, the strain in being constantly in contention for victory is begin-

ning to show. Anders Forsbrand, the Swedish player who is second to Faldo in the European money list, almost £224,000 behind him, has also withdrawn from the German Masters for the same reasons. But the Swede has played in 27 European tournaments.

□ The Eisenhower Trophy, the prime objective of which is to foster friendship and sportsmanship among the peoples of the world, took off on two courses in Vancouver today, having drawn a record 49 nations to its eighteenth gathering.

Representing Great Britain and Ireland in the world team championship will be four young men with a cumulative age of 82, Mathew Stanford, Dean Robertson, Raymond Burns and Bradley Dredge, the youngest quartet ever to do so.

Players support forfeiture rule

MICKEY Walker, Europe's captain, yesterday applauded the decision that a player forced to withdraw from the singles will forfeit the point in the Solheim Cup golf match against the United States which starts at Dalmahoy tomorrow (Mitchell Plains writes).

The tournament committee yesterday announced its intention to maintain its stance against the "envelope" rule that has created so much controversy since its introduction at the Ryder Cup in 1979; most recently in the PGA Cup.

"Our way eliminates any possibility of abuse or controversy," Walker said. "Every-

body knows about it before they play. It is a fact of life that golfers are sometimes not 100 per cent fit, but they must still see up."

Some Europeans viewed the decision by the United States to withdraw Steve Pate from the singles on the final day of the Ryder Cup last September as a means of assuring his team of at least half a point. He had been injured in a car crash before the start of the event, but he played in the fourballs on the Saturday afternoon.

Two weeks ago, in the PGA Cup match in Ireland, Larry Gilbert, of the United States, told his captain that he was ill

and he was subsequently withdrawn from the singles. Paul Leonard, the captain of the Great Britain and Ireland team, said: "I heard from an American official that Gilbert withdrew because he didn't think he could win his match."

The Solheim Cup committee had plenty of time to discuss the issue, which also received the support of the United States team, as heavy rain caused the course to be closed for the better part of yesterday. Alice Miller, the United States captain, is hopeful that her players will be able to play a full round today.

Davies's quest, page 31

Broncos chase club title

WIGAN'S title of world club champions is their proudest boast, one that the Brisbane Broncos, winners last weekend of Australia's Winfield Cup, have pronounced themselves ready to dispute on English soil next month.

The idea of a fourth World Club Challenge match was not originally seen as feasible because of the additional pressures on a congested season of the World Cup final between Great Britain and Australia on October 24. Brisbane, who are contributing eight of Australia's squad of 22, delighted Wigan, twice winners of the world title, by their surprise announcement yesterday, which has received the tacit support of Ken Arthurson, the Australian Rugby League chairman.

Organising a match of such importance at short notice, in the week following the game at Wembley, will not be as easy. "The time scale is extremely short. Until we can look into the logistics, we can't give the proposal a yes or no until the end of next week," David Howes, the Rugby Football League spokesman, said.

Martin Offiah will miss Wigan's game at Leigh on Sunday after pulling up with knee tendon trouble in the 78-0 rout of Swinton in the Lancashire Cup quarter-final on Tuesday. "It's not serious, more frustrating, but it will mean resting for a few days and I hope to be back next week," he said.

Oldham, the second division leaders, have fined Steve Kerry, one of the league's most prolific goal-kickers, from Salford for an undisclosed fee.

Stemp faces board after drugs test

By PETER BALL

RICHARD Stemp, the Worcestershire slow left-arm bowler, has become the first cricketer to be identified by the Sports Council's random drug tests. Stemp's case will be heard by the Test and County Cricket Board (TCCB) disciplinary committee at Edgbaston on Tuesday.

Stemp was picked out for testing by one of the TCCB's panel of four independent officials during a visit to a first-class match last season. Between 12 and 16 players are tested each year. The officials have complete freedom to select their matches and players within.

Cricket has been carrying out testing for eight years in response to the Sports Council's request. "Until now it has enjoyed a clean sheet, in spite of Ian Botham's suspension for possession of marijuana."

One player was investigated earlier in the season, but it turned out that he was taking a painkiller for arthritis, and he was cleared. "There have been one or two scares, but this is the first case of substance,"

Geoff Cook, the secretary of the Cricketers' Association, said yesterday.

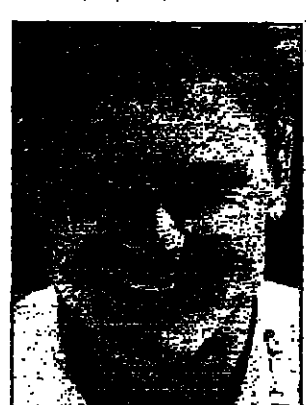
"We understand that in situations like this, board procedures must be followed, but Richard fully expects to satisfy the hearing," Michael Vockins, the Worcestershire secretary, said.

Stemp, 24, emerged last season as one of the country's most promising slow bowlers, taking 28 wickets. He is known to have respiratory problems, although that was discounted as an explanation yesterday. It is believed the substance discovered was an amphetamine.

This is unlikely to be part of medication, but it is also hard to see what drug would boost the performance of a slow left-arm bowler, unless, as in one or two cases in snooker, he used beta blockers. An amphetamine has the opposite effect.

"We have tightened the guidelines, and the Sports Council are satisfied there are now no loopholes," a TCCB spokesman said. "Players are required to register any medications they are taking at the start of the season."

The Cricketers' Association supports the TCCB's stance. "We are reasonably happy with the testing procedures, a CA representative is involved in the testing procedure," Cook said, "and we think sportsmen have got to accept drug testing is necessary."



Stemp: tested

Men at work dig for glory



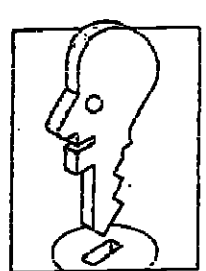
BOOKS p4,5
Anarchist and
artist: the
other half of
Dame Edna



LIFE & TIMES

THURSDAY OCTOBER 1 1992

APPOINTMENTS
The cream of
management
jobs over 13
pages



End of
road
sports
cont

Men at work dig for glory

The days of the
churlish
road worker are
numbered

The Great British Pot-hole is a landmark into which not even the European Commission seems inclined to scramble with a metric measuring rod and a set of daft regulations. But the arcane world of spades, pickaxes and the ubiquitous JCB is, nonetheless, undergoing change. Soon, the T-shirted giant who has just tossed a shovel full of mud over your brogues could find himself rounded upon by colleagues: "Oi, you'll cost us our certificate!"

Next month Westminster City Council launches its Considerate Roadworks Scheme, which aims to remove for ever the dread implications of the announcement: Danger - men at work. The army of lads who toil on the roads in Westminster's 8.5 square miles (4,000 road excavations in the past 12 months) will each have a number. And each site will have a board with a telephone number, so that we shall be able to ring up and say: "Number 53 has just dumped a pneumatic drill on my foot."

Not that number 53 will, if he wants his certificate. The November pilot scheme aims to become fully-fledged next April and each year thereafter a panel of judges will choose the best managed sites, on the basis of noise, safety, courtesy and other criteria. "Members of the winning teams will get



Vested interest: workmen will have new purpose

a certificate," says Michael Begley, the team leader in the council's corporate policy department. "It will be something for their CV."

The scheme is a mirror of one that has been operating in the neighbouring City of London for three years and an extension of Westminster's existing Considerate Builders Scheme, for which a team of five inspectors sets out this morning to judge this year's competition. The winners will be those builders who have met the seven criteria in a voluntary code of practice for which 400 firms have signed up: considerate, quiet, clean, tidy, safe, responsible, accountable. The "best site" award is a trophy.

In the muddy footsteps of these attempts to clean up the image of Britain's most abused workforce is a piece of legislation, the Roads and Streets Works Act, which comes into force next January. This should mean an end to the quaint system under which the gas board dug a hole yesterday, a cyclist fell down it last night, the council filled it in today, just in time for the electricity board to dig it up tomorrow. Under the act, the utility which originally digs a hole will be responsible for restoring the road surface, thus giving the utilities a vested interest in making sure that each knows what the other is up to. It will also put the full cost of excavating a hole on to the utility rather than leaving councils to clean up the mess.

And Westminster will be able to award contracts on the basis of past performance. Already there is talk of a new sign appearing above our beloved potholes: No danger - award-winning men at work.

PETER BARNARD

Three jeers for the Christians

The crucifixion, live on TV, with sponsored "user-friendly" nails?
Gore Vidal's latest book is carefully crafted, satirical and funny
but Simon Jenkins finds its non-stop gall not to his taste

Why should it be the prerogative of the young to cause offence? Gore Vidal is 66, not young and clearly likes to cause offence. He can be seen in the current film *Bob Roberts*, playing an ageing liberal politician, his jowls quivering with rage as a young rightwinger edges him from his Senate seat. He can still be heard on talk shows, reciting his litany of risqué aphorisms. He claims vast influence over the American election campaign by his writings and campus appearances. He calls down damnation on the American constitution.

And this week he has a new book. But which Gore Vidal is it by? Vidal the essayist and learned critic? Vidal the writer of epic historical novels? Or Vidal the vain, cynical eccentric, shouting profane home thoughts from abroad in a gilded cage in southern Italy, yearning for the attention America grudgingly gives her outrageous sons?

Vidal calls *Live from Golgotha* a comedy, a satire on the birth of Christianity. It is extremely offensive and he is aware that, in the post Salman Rushdie era, this puts him at a personal risk. He avoids pre-publicity. His transatlantic fans murmur that the novel is Voltairian: other critics dismiss it as *Life of Brian* out of *Up Pompeii*. His publishers nervously hope for a "storm", but are uncertain how to blow one up if Vidal will not give formal interviews.

I find the new book not so much a comedy as a mystery. Only my admiration for Vidal's previous work led me to plough through it and go to meet him. Whereas the blasphemies of *Satanic Verses* are rooted, dare I say it, in a moderately affectionate view of Islam, Vidal's view of Christianity is that of a small boy shouting rude words across the playground. He seems to revel in the appellation of Anti-Christ. Vidal is a noble American. Wealthy, physically dominating, and still famously good-looking, he surely has no need for such bile.

The book itself is built round a central comic idea, that of a time-travelling hacker who has "wiped" the gospels from the global computer in some future age when humans can move back and forth through history. From this point on, humour and bad taste fight a war across the pages. Bad taste is usually the winner. The crucifixion is recast so a grossly overweight Judas is to be killed, while a Hollywood Zionist fanatic is beamed back in time to "rise from the dead". *Golgotha* is to be prerecorded and shown "live" by NBC as part of a television ratings war. Chaos ensues as sponsors clutter the scene, from a manufacturer of "user-friendly nails" to the Sony corporation, worried about equal time for non-Christian religions.

Through the story runs Vidal's homosexual leitmotif. The narrator and hero of the book, St Timothy, is

portrayed as St Paul's lover on the road to Damascus. He is duly given the task of "fronting" the *Golgotha* show for NBC and of sanitising Jesus for history by writing the one surviving gospel, when he is not worrying about his circumcision. (Is this the Vidal who once wrote that in literature "sexual revelation is a matter of tact and occasion"?) Back and forth they all go, from Ephesus to Rome to Jerusalem to Hollywood, an orgy at every stop.

Certainly Vidal can be funny: television Hollywood wracking its small brains over Pontius Pilate's sound money policies or signing up Spielberg's special effects team to ensure a good storm at *Golgotha*. His knowledge of the ancient world is copious. He perambulates Nero's Rome with a sure pen. The writer Petronius is clearly a personal hero: Vidal sinks him into his suicide bath with evident regret.

But is this really Voltaire? Or is it a tiring iconoclasm seeking a shot of intravenous limelight as he approaches what he calls the "springtime of my senescence"? I would like it to be the former. America may be rich in cultural anarchists

but it is short on learned eccentrics. Vidal's demythologising of American history, of Jefferson, of Lincoln, of the Hollywood of the silent screen, has been brilliant. His campaigning journalism, his dissection of America's constitutional arthritis is no less searing. He is a righteous critic of the military-industrial complex and of the crypto-imperialism that seized America in the 1970s and 1980s.

On contemporary politics he seems more jejune. Listening to him interviewed once on the subject, Bernard Levin wrote that it was like hearing Mozart being interviewed on billiards (which may be unfair on Mozart). But this is perhaps the inevitable consequence of exile. Vidal departed for southern Italy after falling out with the Kennedys a quarter-century ago - a long time away, even with frequent visits. The amber seems to have hardened round the gadfly. His America has ever since been one of Watergate, CIA conspiracies, police dictatorship, race wars and a collapse into philistinism.

Even the most sophisticated political intuition needs the constant douche of the hustings, the constituency, the local pork barrel. Vidal goes back occasionally to cause a stir. He formed a People's Party in 1970 and even ran for the Senate in 1982. Since then, I sense the political input has narrowed to

cable news, airmail editions and fleeting visits to sheltered New York and the Hollywood hills. Even to a British observer, his view of his native country seems two-dimensional, lacking the light and shade that comes with continuous residence and contact. He seems more sensitive to the trials and agonies now afflicting his beloved Italy.

Voltaire's cynicism towards the political and religious institutions of his day was balanced by his glorying in the human experience. For *Candide* everything was for the best in the best of all possible worlds. For Vidal, everything seems to be for the worst. The characters in *Live from Golgotha* are little more than cartoon figures: the Simpsons of ancient Rome with their togas perpetually round their ankles. The satire is echoing, rather empty, as if the force of each joke lies mostly in the offence it is meant to cause to pious Christians. The blasphemy is easy and gratuitous. "Live from Golgotha" is about modern America," says Vidal. "It's where it all started, in monotheism, in the sky gods." The whole history of Christianity is hideous against the pagan simplicities of pre-Christian Italy.

But those whom this message might jolt will already have thrown the book aside in disgust. Vidal is sometimes Rabelais, but no Voltaire. And there is a danger, as in any satire, of the spotlight slowly turning from its intended victim to light up and expose the operator and his motives. It is the clown's moment of vulnerability. If this book is about the virtue of the old earth gods of paganism, who fascinate Vidal, he nowhere articulates it. The negative blots out any positive. There is no place here for love.

May Heaven graciously forbid that Vidal be denied his freedom to publish what he wants, with appropriate health warnings to the devout and little children. If damnation there be, Mr Vidal is clearly not afraid. He is reckless in his juvenile offensiveness, an Amalfi Peter Pan. But he is vulnerable, as he ages engagingly so. His is the aphorism: "Every time a friend succeeds, something in me dies." He may make great play of caring for nobody and nothing, but surely a card-carrying liberal sees that care, like contempt, cuts two ways. Does *Live from Golgotha* not show the same lack of care, the same intolerance, the same disproportionate hatred, that he so deplores in modern America? Amid all the shrieking, is it not just another shriek?

Yet we cannot expect our eccentrics to be ordered *à la carte*. Gore Vidal is no designer rebel, any more than he is a crank or a lightweight. He has the one literary identity card that cannot be forged, a thorough grounding in Western culture and a vast reading. He is a babbling fountain of critical common sense. His learning is the more fresh for having been self-taught. He has mastered the English language. He knows that a written sentence can run out of



Scourge: Vidal's view of Christianity is that of a small boy shouting rude words across the playground

For *Candide*
everything was for
the best...
for Vidal,
everything seems to
be for the worst

Once upon a beer mat in Venice...

PRIVATE LIFE: John Diamond on the
art of making columns stand up

I was a select stag night as these events go: just me and my best man in Harry's Bar in Venice. (I'm sorry: I know that under the strict terms of my contract and the title of the column I should perhaps have given you a bit more notice of my getting married last week, especially given the ambivalence I've shown on the subject in the past. But that's the thing about ambivalence, isn't it? It can go either way. I just got lucky.)

The Bellini being what Harry's Bar serves most famously, we had just downed our fourth at 12,000 lire the small glass when one of us suggested that if we wanted to get really, comfortably, pie-eyed staggy we should find somewhere that could sell us boozy peach juice at less than £6 a shot. "Nah," said the best man, and ordered a fifth. "Nah," I said. "Anyway, just think of the dinner-party story it will make. The night I had my stag night in Harry's Bar in Venice." I rolled the phrase around my mouth a couple of times. Or, rather, stirred it round.



"Or even a column."
"Right! A column!"

And I grabbed a beer mat, or a Bellini mat which even at 12,000 lire looks remarkably similar, and wrote - scrawled - on it: "Doing things at base enjoy than bt base and btr / dnt prys." (I write as one, you will have gathered, who learned his journalistic shorthand from that tube advert which promised a gd jb if u cn rd this ad.) I have the beer mat with me now back in London, and I can even remember the column I planned, which is

quite something, given that I have a desk full of scraps of paper saying "Women's ankies" and "Kids w/ others" and "Having three b's", which must have meant something quite profound at the moment of inspiration but mean nothing at all to me now. (I can't even work out what "b's" might have meant, especially in the context of having three of them.) The column would have listed all those parties one goes to, functions one attends, people one meets not because eating geriatric poultry in tepid beige sauce is fun, but because of the stories it provides for later use. It would have started with a specific - Harry's Bar in Venice, say - strolled through to the general and wound up with a neatly adduced moral for our times. It would have been a classically constructed sort of column, rather as Trajan's or Nelson's is.

And then I looked again at the beer mat and realised that wasn't what it was about at all. It was about being a columnist. This column has, for the past ten months or so, purported to be an accurate record of my private life. It has been no such thing, of course, or else you would have known that I was

getting married before I did. Nor could it be any such thing, the laws of libel and the sensibilities of editors, readers and loved ones (or wives, as they must now be known) being what they are. None of which is to say that I have lied to you: those drinks really were drunk, those parties attended, those beds rumpled, those minor quotidian aperçus spiced. The column is, shall we say, as to a real private life what *The Bill* is to real police work. I bring you my life's occasional flashing-blue-light car chase, back-alley assault and half-hour resolution because to detail the days spent interviewing potential witnesses door-to-door would be too tedious for words.

But the beer-mat note is a sign that I am occasionally falling into the columnist's trap of living life for the column. I find myself reading books I would never otherwise see dead reading just in case there's something hidden away I can respond to. I fall into conversations I would normally walk away from because there might be a lurking phrase that I can trap in my specimen jar and allow to form the cocoon from which it will emerge as a fully formed column.

It's not just me, you understand: all newspaper columnists suffer from the affliction. The idea of a column is that the reader is meant to believe that the writer has some fiercely held belief which just happens to be 800 words long. But I have sat at bars with other columnists and watched them fabricate their fierceness from nothing more than the idiosyncrasy of the moment.

"Don't you think this royal business has gone far enough?" a columnist said to me the other day over dinner, for instance. I happen to know, from previous conversations, that this particular journalist couldn't give a flying fig whether the Queen Mother danced naked in Horse Guard's Parade with the Band of the Grenadier Guards, but within five minutes he'd whipped himself into a frenzy of manufactured intolerance which, sure enough, appeared three days later in his paper under some headline like "Respect for our Royals". Now in the general run of things this is reasonable enough. As long as the view is reasonably well expressed and causes a suitably strong reaction, pro-or-con, in the reader that's fair enough. But when you're writing about your private life this sort of thing counts as either mild cheating or base prostitution, which is why I have decided not to tell you about my stag night after all.

The reason that I'm not writing about my wedding as you may have expected me to do given all that has gone before is, on the other hand, altogether different. Some things are, you see, private.

MULTIYORK

FOR ONE WEEK ONLY

SHOWROOM EX. DISPLAY AND SLIGHT FACTORY SECONDS

Sofas, Sofa beds, Armchairs and Period style Tables, Bookcases, Coffee/Lamp tables
TV Cabinets etc in Oak, Cherry, Mahogany and Yew

BARGAIN PRICES

FIRST COME - FIRST SERVED

Also Made To Order
Autumn Offers
at up to 40% Off List Prices

SHOWROOMS OPEN DAILY INCLUDING SUNDAYS

BRIGHTON	0273 208231	MANCHESTER	061 839 4339
BRISTOL	0272 272223	MELLS	0379 783413
BROMLEY	081 4642253	NORWICH	0603 618835
CAMBRIDGE	0223 313463	PALMER GREEN	081 886 7514
COLCHESTER	0206 450307	READING	0734 265032
DERBY	0332 439110	SHEFFIELD	0742 722501
HORNBURCH	0708 470299	ST. ALBANS	0727 835585
KENSINGTON	071 589 2263	SUTTON	081 643 2842
KINGSTON	081 546 9040	SWISS COTTAGE	071 722 7810
LOUGHTON	081 502 4123	WEYBRIDGE	0922 658380
MALDEN	0622 650072	WATFORD	0622 220042

OPENING SOON AT
No. 555 THE KINGS ROAD, CHELSEA

Crushed in the bedlam of Calcutta

NEW FILMS: Roland Joffé's *City of Joy*, Roman Polanski's *Bitter Moon*, and the Columbus voyage given the "Carry On" treatment. Review by Geoff Brown

For the last 18 months Hollywood's trade papers have been carrying eye-brow-raising reports that Roland Joffé, high priest of *The Mission* and other morality dramas, was turning his hand to such family-friendly ventures as *The Super Mario Bros.*, a live-action feature based on the Nintendo videogame. This is called diversifying your portfolio. But Joffé has not forgotten his high ideals. After lengthy preparations and a hazardous Indian shoot, *City of Joy* (MGM Shafesbury Avenue, 12) arrives looking much like an old-style Joffé spectacular.

Once again the human spirit is struggling: not in Cambodia's killing fields or 18th century Brazil, but in modern Calcutta, city of 11 million souls, many with just a hovel or cardboard to call home. From the teeming characters of Dominique Lapierre's book, the script begins by isolating two: the peasant, Hassari,

(attacked for its distorted view of Calcutta). Roy Walker's expensively elaborate slum set also drew ire. But to this outside observer the film seems less compromised by its £16 million trappings than by Mark Medoff's script, which engineers several heart-warming moments too many and traps the characters in a rigid pattern. One step forward in the fight for life, then two steps back: the repeated cycle of gain and reversal trivialises the issues.

City of Joy works best when the plot mechanism is left idling, and words are spared the burden of being meaningful ("From the moment we're born," Collins sermonises, "we're shipwrecked between hope and despair"). Then Joffé and his technicians cut loose, hurling the viewer into Calcutta's bedlam, the streets pressed with bodies, dirt and Om Puri's perfunctory rickshaw. Whether distorted or not, Joffé's Calcutta — if not all its

'Distorted or not, Joffé's Calcutta does seem like the real thing'

characters — certainly seems like the real thing. Nothing seems real in Roman Polanski's *Bitter Moon* (Odeon Haymarket, 18), a lugubrious disappointment from a director who seems rudderless since his enforced European exile. Setting and situation ostensibly recall Polanski's first Polish feature, *Knife in the Water*, where a marriage became shipwrecked during a sailing weekend. Thirty years later, we are bound for the Orient on a luxury liner, watching Peter Coyote's crippled demon bend the ear of an English twit. Flashbacks unfold his adventurous love life with Emmanuelle Seigner (the director's wife): from sweet infatuation, the relationship develops into 1001 perversities, and concludes with vicious hatred.

"Steady on, old boy!" Hugh Grant protests as Coyote, in a bravura performance, spews out his bile and manoeuvres the strait-laced, married Englishman into Seigner's arms. If Polanski had matched Coyote's reckless abandon, *Bitter Moon* (a French-British co-production) might have offered some disputable hi-jinks. But there is neither fun nor edification:

the laborious flashback structure drags down the pace, and Polanski's handling leaves us panting for cinematic excitement. As the ship noses slowly through endless seas, never reaching any port, it seems the perfect symbol for a film, and a career, headed nowhere.

"What makes you think he's up to it?" asks Leslie Phillips's King Ferdinand. The reply, from June Whitfield, is inevitable: "I have seen his testimonials." The jokes are little changed in *Carry On Columbus* (Odeon Leicester Square, PG), the first *Carry On* since 1978, though Father Time has placed most of the original troupe beyond reach. Jim Dale, bright and pleasing, survives as Columbus; around him cluster the quasi-alternative comedians usually found capering on television. Julian Clary takes the Kenneth Williams role, as a limpwristed prison governor; but nobody measures up to Barbara Windsor.

The best *Carry On*, long in the past, turned a music-hall mirror onto life or burlesqued movie genres: *Columbus*, hastily conceived



Wet look: Patrick Swayze's pin-up image is sometimes an obstacle to credibility in the Calcutta of Roland Joffé's *City of Joy*

to mark the anniversary, does neither. Watching this mirthless enterprise, you realise how much the films relied on friendly old faces. Without Sid James and the rest, the threadbare puns of Dave Freeman's script die on the lips. Gerald Thomas and Peter Rogers, both in their seventies, return as director and producer, but they need not have bothered. *Carry On* R.I.P.

On to Soviet Asia's farthest corner for *Don't Move*. Die and Rise Again (National Film Theatre, 12, seven performances). Vitali Kanevski's bold first feature created a stir at the 1990 Cannes Festival, though this neo-realist scream of rage is scarcely the work of a bright young thing: Kanevski was then 55, a veteran of prison and labour camps. He revisits his post-war childhood in a dismal town of miners, Japanese prisoners, black marketeers and drunks.

Raw camerawork, constant yelling and some wilful obscurities make life hard for timid viewers: the

carrot to bite on is the remarkably pungent child performance by Pavel Nazarov. Kanevski has since made a sequel, *An Independent Life*, a film of more vices than virtues.

Gas Food Lodging (Metro, Renoir, 15) offers another directorial debut, by Allison Anders, an American acolyte of Wim Wenders who worked on *Paris, Texas*. Some desert landscapes might have strayed from that opus, though Wenders could never penetrate the female heart the way Anders attempts. The story tells of a waitress drudge with an absent husband and two daughters in a seedy New Mexican town. Shade, the youngest, approaches adolescence: Trudi is surly, sexually promiscuous. Nora, the mother, struggles to save them from her own fate.

The film's mood shifts from quirky humour and tenderness to melodrama. This kaleidoscope sometimes beguiles, though a better, more naturalistic film lies buried inside. The actors could stand its excavation. Brooke Adams is solid as the careworn mum; Fairuza Balk

delicately captures Shade's awkwardness and innocence. Revivals come thick and fast these days, but Lilith (ICA Cinema, 18) stands among the most rewarding. Robert Rossen's hauntingly beautiful last film got short shrift in 1964: "Psycho drama", the trade paper *Variety* sneered, "downbeat all the way". But in adapting J.R. Salomanc's novel about a therapist's obsession with a patient, Rossen was hardly after the *Sound of Music* crowd: he wanted audiences who could respond to nuances, symbolism, to ravishing black-and-white images that sucked you into Lilith's fantasies and probed the nature of madness and love.

At the time, such audiences could not be found. Today should be different. That cold fish Warren Beatty may not help Rossen's case, but Jean Seberg and the veteran cameraman Eugen Shufan weave more than enough magic to compensate. Go, be uplifted; and ponder how such a singular film would never get made in the Hollywood of today.

JOHN PERCIVAL

DANCE

Time to travel to the east

In commissioning the choreography of her new programme from Kumudini Lakshmi, Nahid Siddiqui has backed a winner. *Timecycle* shows — better than the programme by Lakshmi's own company, Kadamb, which opened the Vivarta season at The Place — how the traditional techniques of Indian dance can be used freely in a contemporary composition.

Four distinct but related pieces make up the show: related in treating different aspects of passing time for their theme, but even more in the bold, flexible manner of their making. The title piece, *Timecycle*, is a solo for Siddiqui in which she uses a big embroidered shawl to suggest her companions on a journey through life.

Vivid facial expressions combine with bodily plasticity to make the progression clear, and that is even more true of Siddiqui's duet with Maulik Shah, *Tree of Life*. This focuses on the growth of a single relationship, from initial reluctance through increasing warmth to a misunderstanding, a stormy quarrel, bitterness and slow reconciliation.

A more abstract aspect of time is shown in the opening group dance, *Olam*, where the performers represent the sun, earth and moon involved in constant circlings and accompanied by the growth of plants or the movement of water. In the final dance, *Continuum*, the treatment becomes entirely abstract as patterns of repeating movement.

And Desai's music is played live by four musicians: one with a kind of squeezebox, a drummer (both of these contribute vocally too, respectively crooning or rapping out sharp syllables), and two with stringed instruments.

With its variety within an underlying theme, its simple, elegant design (costumes by Sandhya Desai and Nahid Siddiqui, setting by John M. Blundall) and good dancing, this made a notably satisfying programme. A shame the house was less than full.

JOHN PERCIVAL

The conductor Yan Pascal Tortelier talks to Hilary Finch about growing up in the shadow of a famous parent

Sharp lesson in family harmony

The heat is on in Manchester. The city's two orchestras start their seasons with new logos, new programmes and new conductors. The Hallé, with Kent Nagano, has thrown down the gauntlet to the BBC Philharmonic with a first night of Messiaen, John Adams and Stravinsky. Tomorrow the BBC Philharmonic replies with Stravinsky, Gershwin and John Casken. And with Yan Pascal Tortelier. In wooing him away from the Ulster Orchestra just three years after he took it over, the BBC Philharmonic has, in its new principal conductor, a musician of proven virtuosity and a name which is famous throughout the world: the wrong thought of course, the fame chiefly comes from his father, the great cellist Paul Tortelier.

The cello was put in Yan Pascal's hands at the age of four. Paul Tortelier's father-in-law suggested the violin might be a better idea; and by the age of 14 Yan Pascal had taken first prize in violin in his first year at the Paris Conservatoire. But his father's cello was to continue to dwarf him for many years.

"Subconsciously I had this giant in front of me all the time..." The giant believed in the great outdoors and in 1955 took his family to Israel for a year. Pascal was 10. "He played me the Prelude of



Tortelier fils in action: a musician of proven virtuosity

Lohegrin one night as I was looking up at the stars. I burst into tears. I knew then that there was never any question I would be anything but a musician."

In his autobiography Paul Tortelier writes that Yan Pascal was "talented but lazy". "Does he? Does he say that?" The eyes flash and Tortelier fils leaps out of his chair.

"Listen! Really! This was not fair: I think I responded well enough to my parents' demands. They decided I should become a musician and look, I don't think they have had any problems. There was never a stage of rebellion. That is important. It is I who have had problems!"

Even in Yan Pascal's last few years of playing the violin, if

his father thought he was doing anything not quite right, he would tell him and they would argue intensely. "And he had to win. In rehearsals he would not just give me advice. He would work on me to get it his way."

To achieve musical independence and adulthood, Yan Pascal had to turn to conducting. Again, in the autobiography, Tortelier praises his son's ability to maintain unity of tempo and to see the musical wood for the trees. "Does he? Did you really read that? Did he say that? Oh, oh, I'm flattered."

"You know he was very keen on conducting. He played under Toscanini, Richard Strauss, Koussevitzky. And somehow it was always a frustration. When I became a conductor, I gave him — I hope — a satisfaction he never had himself."

At 19, Yan Pascal left home and started playing in orchestras to support himself. He made a few attempts at conducting, but without success.

He became leader of the Orchestre du Capitole in Toulouse, and there met Michel Plasseon, who gave him valuable experience as an associate conductor in both symphonic and operatic repertoire. "I owe him so much. But that, too, was a problem. I was in my early thirties, and I realised Plasseon had become another

father-figure. I was dependent on him. I was even afraid of him. So, goodbye! At 35 I went freelance."

After guesting with the Bournemouth Symphony, the Northern Sinfonia and the Royal Philharmonic, Yan Pascal at last had an orchestra of his own when he settled with the Ulster Orchestra in 1990. And now the BBC Philharmonic. Among his performing and recording plans is a Hindemith series. "Did my father ever tell you? He played *Don Quixote* with Strauss — and he played Hindemith with Hindemith. And I met the composer too."

"But, before you go, I want to show you my latest project. It has taken me five years." He presses into my hand the newly-released recording of his own orchestration of the Ravel minor Trio he used to play with his father and sister, and which is the final disc in his complete Ravel and Debussy series with the Ulster Orchestra. "That is my last professional link. My father followed this project with such interest. And my mother told me that he would have liked to have done it himself, that secretly he was a bit jealous. In a tender and paternal way, of course... More tea?"

● Tortelier conducts the BBC PO in the Free Trade Hall, Manchester (061-236 7110), at 7.30 tomorrow

TELEVISION REVIEW

Murder without mystery

Allende, he rewarded the couple's faith in fascism by inviting them to join Dina, his secret police. Townley and Callejas casually tortured and killed on Pinochet's behalf, sometimes with explosives, often with a small bottle of Chanel No 5 filled with home-made nerve gas. Unlike the real thing, which lingers for hours and may lead to a night on a six-foot divan, the Townley-brewed Chanel lingered for just a few seconds and always led to an eternity six feet underground.

But the couple barely blinked as they killed. Townley thought his behaviour no odder or more morally reprehensible than that of a British soldier who would have shot Goebbels on sight had the Nazi come strolling around the corner. Even now he told the programme-makers that he was haunted by his murders but only "to a degree".

The FBI called him "the perfect assassin — a man who is so blindly, terrifyingly obedient, he would kill anyone, anywhere, without hesitation". They said this about Townley killed Orlando Letelier, a former Allende cabinet minister and a vocal Pinochet critic, by blowing up his car, bang in the centre of Washington.

The FBI got mad. They traced him to Chile and forced

Pinochet (who was just about to bump off his own assassin for fear that he knew too much) to extradite Townley to America, which must have brought home to Townley just how cruel life can be. Townley got his own back by grassing on the Cuban exiles in America who had helped him with information. In return the FBI gave him a lenient sentence and a chance to live under a new identity and the protection of US marshals.

But after watching a film about murderers working for a regime whose evil handiwork is still being unearthed in the gruesome mass graves in Chile, I did not feel the despair

after digesting fresh evidence of man's inhumanity to man. At first I put this down to the fidgety camera work and fussy reconstructions: as if we would yawn at a sequence longer than two seconds; as if the horror were not gripping enough; as if we would complain if, when the narrator said "Townley telephoned his contacts", we could not see a sweaty hand shovelling coins into a payphone. I was so busy keeping track of the camera work that I often lost track of the message.

But later it struck me that perhaps this was the whole point, to show how easy it is for sensitive chaps like Townley and me to expose ourselves to the horrors of killing strangers and still sleep easy at night. Very clever.

JOE JOSEPH

More is just not enough

This season's opening performance at the Met was graced by the usual throng of celebrities and idle rich in sequins and improbable nuxedos. A good thing the audience was amusing; the stage spectacle was a long slow fizzle.

Yet this production of Offenbach's *Les contes d'Hoffmann* is one of the company's best, and it was well gussied up for the evening with Plácido Domingo and Carol Vaness in the leads. Spalanzani had some new fantastical inventions, and an entirely new set was created for Act III by Günther Schneider-Siemssen, the original designer. It was an attractive and atmospheric design, but exactly how it improved upon the original one, which was lovely, is a mystery.

The real problem is the text: every time the Met presents *Hoffmann* it seems to grow a bit more. The present revival,



Opening night at the Met: Domingo and Vaness

a conflation of two different editions, stretched to more than four hours (with, admittedly, longish intervals). As it has done before, notably in its inimitable version of *Porgy and Bess*, the Met has mistaken exhaustion for scholarship.

Another miscalculation was the decision to cast Vaness in the three soprano roles. She is a fine and versatile soprano, but no Olympia. Her coloratura in Act I was in bad form: wild of intonation and erratic

rhythmically. The doll illusion was completely inadequate: Vaness is far too vital a personality to portray porcelain convincingly. In Acts II and III she improved, but seemed to have been thrown off her stride.

Mezzo-soprano Susan Menzer sang the part of Nicklausse with sure technique and voluptuous tone, and the men acquitted themselves well. Domingo began the evening with a slightly dry and brittle tone, but the voice grew in warmth and flexibility, and by the duet in the Venice act he was in splendid, impassioned form.

Samuel Ramey was excellent in the four villainous roles, proving once again that he is one of America's best singing actors. He made a creditable effort to find individual interpretations of the parts, rather than applying an all-purpose, moustache-twirling sneer.

The Met orchestra and chorus were superb, as they almost always are, but there was just too much of the work for a coherent shape to emerge. Some pieces do not improve by being taken terribly seriously, and Offenbach's elegant fantasy is one.

JAMIE JAMES

ARTS BRIEF

Not much prized

AN ARTS centre which has won a £7,500 award will not be able to receive it — because the local authority which owns the centre has refused to accept the prize. The Garage Arts and Media Centre in Walsall (based in a former car showroom) was presented with the British Gas Adapt Award for its provision of facilities for the disabled. It won £2,500 as the best arts centre and £5,000 for the best overall provision for the handicapped. But none of the money will come to the centre because its future will not be guaranteed by Walsall district council.

Council leader Michael Bird said: "I couldn't accept the prize because I was asked to guarantee the centre. It is costing £10,000 a day to keep open, which we cannot afford." The centre was refurbished at a cost of £3.5 million by Walsall council when it was

Labour-controlled; it has been up for sale since control of the council passed to the Tories in May.

All to himself

NO ONE could argue with star billing for Robin Williams in Bill Forsyth's new film, *Being Human*. The American actor is playing all five leading roles. The film, which started shooting in the north of Scotland this week, tells the story of five men who inhabit different periods of history, from the Bronze Age to the late 20th century. All of them are searching for their lost family. Williams is best known for such films as *The Fisher King*, *Dead Poets Society* and *Good Morning Vietnam*, each of which earned him an Academy Award nomination.

Eastwards only

FIFTEEN years ago the Victoria and Albert abandoned touring exhibitions. News that tours are now to be revived by the museum will not greatly comfort the regional museums for which such travelling

shows were a major draw — the new series of exhibitions will be seen only in Japan.

The V&A this week launched a three-year programme of five touring exhibitions, starting with "The Arts of the Victorians", which will visit four cities including Tokyo. Why Japan? Sponsorship, of course: the "six-figure arrangement", as the museum puts it, is with the Japanese retail chain Hankyu and the television company NHK.

Last chance...

H.E. TIDMARSH was a name unknown to fame, or at least it was until "Images of Tidmarsh" opened at the Museum of London (071-600 3699). He was one of the many faceless illustrators who provided half-tone reproductions in turn-of-the-century magazines. But he was also one of the best at evoking the bustle of London streets, and the architectural splendours soaring above them. His watercolour originals are an eye-opener. The exhibition ends on Sunday.

Toad's eye view of reunification

Michael Hofmann defends Günter Grass's satire on German-Polish relationships against his countrymen

THE CALL OF THE TOAD
By Günter Grass
Translated by Ralph Manheim
Secker & Warburg, £14.99

I sometimes have the feeling that no one in Germany wants to play, but everyone wants to be a referee. On the rare occasions when a player emerges from the tunnel, it is only to be hacked to the ground by 22 referees. Something of the kind happened in May when Günter Grass's latest book came out there and was promptly set upon by the critics, mostly adopting a childishly high tone with crocodile tears coursing down their cheeks.

Reading the new book, in the distinguished prose of Ralph Manheim, who translated almost all Grass's novels and sadly died last week, it is hard to understand the furor. *The Call of the Toad* is not dynamic or magnificent, or even aerobic, but Grass has been all these things before. He is not the draughtsman he was either, his crabby, muddy toads on the cover and at the start of each chapter nowhere near as sharp as his earlier quills, phalluses and flounders.

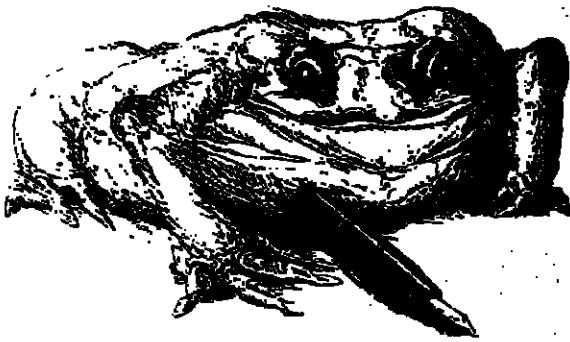
The book has other virtues, though. In surprising contrast to its reception, it is quite un-shrill, a comfortably slack and likeable tale, told with ironic humour by an effortlessly dexterous and experienced puppeteer, by turn bored, irate and sceptical of his dolls. Above all, and thank God, it exists, where the referees would like to enjoin silence and respect.

It takes the extraordinary and intimidating historical events of the past three years in Germany, and tacks a fictional plot on to them by way of commentary, a

derisory little parable.

The first-person narrator has been left a bundle of material — letters, journals, photographs, tapes, films — by Alexander Reschke, a widower and history of arts professor from the Ruhr, relating to his amorous friendship with Alexandra Platkowska, widow, glider and restorer. A German and a Pole, both displaced, one born in Danzig, the other moved there. The material is about them, but mostly it is about their joint project, the Polish-German-Lithuanian Cemetery Association, whose purpose is to make it possible for displaced persons from the "century of expulsion" to be buried in "home soil".

Their "baby" is the Gdansk



Cemetery of Reconciliation. It seems a harmless and romantic idea, a kind of bridge between their own harmless romance and distinctly unromantic developments in Germany and the wider world. But the "beautiful idea" has a "ghastly incarnation": it acquires momentum as a business, money attaches to it, and must needs breed more

money. Their "children", initially "ready persons", become ever younger. First, they want to move closer to home soil in the twilight of their lives, requiring the building of "two thousand senior-citizen living units". Then there are the needs of their visitors and families, golf courses spring up around the cemetery, and because of the stress of funerals, a maternity clinic has to be installed in the retirement home. What began as an idealistic scheme ends as a grotesque re-invasion of Poland.

The character of Reschke — which seems to have escaped the German critics — is conceived as a long-winded, conscientious, self-regarding German bore. He is, I

think, a satirical self-portrait of the author, an old Danziger in a beret and pepper-and-salt moustache. He represents the German double nature, the dreamer and the organiser, a great talker and a great doer: both a drawer of prophetic pictures of bombed Danzig and a collector of record numbers of potato beetles; the author of a thesis on baroque tombstones, and the deviser of "praxis oriented courses for art history students". The Pole, Platkowska, is — inevitably — earth-bound, practical, and pitiful; a smoker and a celebrant, "slim to overblowing" (Manheim's gallant shot at *volkschamkeit*).

The Call of the Toad is a somewhat skimpy vanity, not a novel, more of a parable: a thorough-going Musil-type elaboration of the cemetery idea would itself be vanity. It is a skit on revanchism and the *Drang nach Osten* (going west — go east), a meditation on

the accident-prone nature of the *bien-pensant* German intellectual. The best of it is its cleverly connected imagery, and its crowning glory the Solidarnosc bicycle rickshaw with its three-note, load-sounding bell. It would take far too long to explain how that is brought in. Suffice to say that Grass is still a Uri Geller of the literary field. As satire, the book is interestingly mild and melancholy. Reality itself offers sharper material: the reburial of Frederick the Great last year, this week's anniversary celebrations for the VZ.

And the toads? The narrator swallowed one as a boy for a dare. There are toads flattened on the road. Alexander identifies with the toad, whose call "foreshadows disaster", fire-loads singing as the planet warms. The Germans have a verb, "unken" (to toad), forbidding, premonition. Cassandra's warning. Toads are as pessimistic as the best Germans.

Günter Grass remains a great master.

Dame Edna's subversive other half

Sean French divines maternal fixation in Barry Humphries's enthralling memoirs

When Barry Humphries was at school in Melbourne in the early Fifties, he and friends invented a form of Dadaist "street theatre" designed to affront bourgeois Australia. In one example, a friend would enter the no-smoking compartment of a train disguised as a severely injured blind man, he would be offered a seat by a respectable matron and would then remove a "braille book" from his pocket (it was actually an old pianola roll) and proceed to read it.

At the next station Humphries would get in, in bohemian attire, smoking a pungent Turkish cigarette and reading a German newspaper. He waited until the train pulled into the next station and then, to the horror of the middle-class women sitting around, proceeded to attack the blind man, kicking his shins, shattering his glasses, shouting at him in German and then making his escape.

In an even more extreme example, a friend would pour a tin of Russian salad, which closely resembled vomit, on to a pavement. Disgusted pedestrians would be gingerly stepping around it when Humphries would appear dressed as a tramp, remove a spoon and proceed to eat it, "noticing out of the corner of my eye, and with some satisfaction, several people actually being sick at the spectacle".

Whatever else it may be, this is a form of artistic anarchy, almost terrorism, that the original Dadaists would have applauded. The

ultimate triumph of Barry Humphries is that he is still doing it, and that it has made him, in a complicatedly ironic way, an international star. Dame Edna Everage is a parody of celebrity who has become a real celebrity, whatever "real" means in showbusiness.

Watch the nervous faces of the other celebrities as they sit next to her being insulted on her chat shows. What can they do to save face? If they attempt to be funny, they'll be put down from "her" impregnable position of strength. If they are serious, they look absurd. Melvyn Bragg was visibly devastated ten years ago when Dame Edna asked a studio audience if anyone had read any of his novels and nobody raised a hand.

Yet, as this enthralling memoir shows, Humphries is not a simple satirist. He is a scourge of celebrities who is obsessed with them and is himself desperate for fame. He mocks the timid provincial bad taste of his pampered childhood, but he is also in love with it. His account of those years is like a poetic catalogue, dense with lovingly rendered detail, from which the whole culture of pre-war Australian suburbia could be reconstructed.

Anyone who has paid attention to Humphries' best creations — Dame Edna, the gross Les Patterson, the whimsical, elegiac Sandy Stone — knows he is a master of language. There is an uncanny sense that he knows the word for everything: emetic food products,



synthetic perfumes, the mixture of native and imported flora and fauna, now forgotten artefacts that made up a modern Thirties home. He loves the old objects and he loves words as well, writing them as if they were jewels he is pleasurably fingering: perfriv, ventripotency, snerocaceous, corybanics, but also Australian slang, of which he is a connoisseur. One of Australia's contributions to British letters is the mingling of the high and the low style, and in the first half of this book Humphries juggles them with intoxicating skill.

In the more austere second half, the intoxication becomes literal as Humphries moves to Britain and achieves success at the cost of a

MORE PLEASE
An Autobiography
By Barry Humphries
Viking, £16.99

series of wrecked marriages and chronic alcoholism. The most perceptive comment in the book is by the Australian novelist, Patrick White: "Very difficult to assess. He is such an actor one can't decide when the acting has stopped."

The disturbing photographs in the book are those not of him in drag, but when he is meant to be himself. Ever since adolescence he has been strikingly handsome, and

always half amused, half disengaged. Like Dame Edna conducting an interview, he always has an ironic expression asserting that he isn't taking this seriously and so cannot be blamed. It was this sense of detachment, constant performance, that the drink was able to blur and smooth over.

Barry Humphries is an aesthete, a superb writer, a comic genius, but there is something chilling about him also. I must admit that I now find Edna too disturbing to be bearable. At times in this book he is almost terrified by himself. One of the most brilliantly cruel ripostes ever thought up on the spur of the moment was delivered by the 20-year-old Humphries after he had

borrowed the family car for a night of debauchery. Reaching under the driver's seat his father produced a packet of contraceptives: "What is this doing in your mother's car? I heard a voice, which I recognised as my own, reply: 'I don't know. Perhaps you'd better ask her!'"

Humphries describes this horrifyingly funny moment as "one of the most courageous statements of my life, yet paradoxically one of which I am least proud". When you next laugh at Dame Edna, consider that you are watching a man who has dressed up as a woman in order both to shock his dead mother and to dress up as her, like Norman Bates in *Psycho*. Comedy is a strange business.

Keeping busy on the precipice

The communist system was an ecological as well as a human disaster. It also forced Czech writers who signed the human rights document Charter 77 into alternative trades, keeping them from their desks but foisting upon them wide experience of the system's destructiveness. Ivan Klima was a surveyor's assistant, an archaeological volunteer, a courier, and even had his hour as an engine-driver. Now returning to those experiences he draws up his indictment of a dying humanity and a poisoned earth, knowing communism alone is not to blame. Unsmiling girls and bitter old men capable only of further betrayal suggest a virtually hopeless prospect of global evil.

Mining new metaphors for the love and garbage strewn about our planet is Klima's strength, instantly giving this post-communist novel wider appeal. A poignant collection of six linked tales, it has the feel of a visitor's report after the end of civilisation.

Too much thinking, combined with overt homages to Kafka,

Lesley Chamberlain
MY GOLDEN TRADES
By Ivan Klima
Translated by Paul Wilson
Granta Books, £13.99

tangled Klima's style in the earlier novel *Love and Garbage*, but here he has woven together his first-person stories with such apparent ease that they bear the occasional philosophical reflection on feminine mystery versus "the age of engineering". The stories work because they are good fiction. Klima has drawn on Kafka's universal "I" to engage a wide audience for symbolic narratives the effect of which is neither to baffle nor estrange.

Klima's world is full of undisclosed personal misfortunes alongside small unexpected patches of happiness. Months and years pass unnumbered in this morally and physically grubby environment, through which pass occasional rays

of light and compassion and charity. Have we woken up too late? *My Golden Trades* is resonant with Old Testament sonorities, suggesting imminent vengeance for human carelessness. Love and garbage surface here as often as Eros and Thanatos, almost as if they were the nature human condition. And Thanatos holds no romance and promises nothing.

Death shows itself on days when the secret police victimise innocent individuals, when painters can find no new inspiration, when loved ones die of industrially-caused diseases. Death is broken buildings, dead eyes and endless shiny new fences around wastelands. An old farmer driven by the secret police to living in a morgue keeps notebooks which are burnt by an embarrassed priest when he dies, for the old man must have realised, says Klima's narrator, that life itself had become a mortuary. The surveyor's assistant meanwhile has to cut down a tree, which in self-defence squeezes his blade so tightly that the sweat pours down his forehead. He experiences a moment of mortal

anguish: "I could hear the terrified, astonished whispering of the leaves in the crown."

Klima happily employs the vocabulary and rituals of the old communist world. The closed frontiers, the endless identity checks, the deployment of petty and often improvised regulations to make ordinary lives a trial, the suspicion and duplicity this life bred in the population: all recall the fact that human existence is a limited loan. Why construct more frontiers when the ultimate hangs over us? Human beings are not easy to liberate, but the artist, says the surveyor's assistant, "constructs his door so that in it we can also see the door that blocks our own way".

The translation is not at its most felicitous here. It is also occasionally ungrammatical: "hung" for "hanged", "strived" for "striven". But Klima himself is on top form. In an explicit postword, he challenges the idea that the abrasive, central European writer will necessarily fade away with the loss of his chief and most recent inhuman antagonist.

Lucie is rescued from this idyll by her old boyfriend and reluctantly returns to a nameless, apocalyptic city. She swaps stories with an old man, a writer she finds in the public library. Here we become lost in a maze of stories within stories, some more skilfully told than others. This is dream country, a mixture of Freudianism and fable, riddled with magic realism and little of the humour which characterised *The Butcher*.

Because of its obvious and understandable antipathy to Oxford, this book never really escapes its autobiographical roots. The characters fail to come to life, and the central "theme", the author's adulterous affair, is almost totally unsubstantial. Even the set-piece of the awful college dinner is a laboured affair. Javier Marias writes well, despite lengthy existential disquisitions.

Trials of a Spanish don at high table

Christine Verity
ALL SOULS
By Javier Marias
Translated by Margaret Jull Costa
Harvill, £14.99

attending a gruesome college dinner. He falls, rather half-heartedly, for a colleague's wife, goes to London and back again, buys a few rare books, attends (in desperation) a disco in search of female company, chews to a few staid old dons,

gives up his mistress and, with obvious pleasure, returns home.

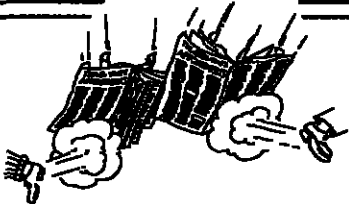
Why did the author, who is obviously a sociable and intelligent man, have such an awful time in one of the world's intellectual hot-houses? Perhaps he was not warned of the difficulties facing the bachelor don. For while the undergraduates of both sexes — whether fogey or Trotskyite — still manage to enjoy their time hugely, and the married dons eke out an existence in leafy suburbs fortified by decent schools and forsaken ambition, the young male don is cast adrift. Squeezed between the two domi-

nant groups, he has few friends and little money. Added to which, opportunities for meeting girls are now made almost impossible by the likely charge of sexual harassment if he so much as offers a female undergraduate a cup of coffee. The only emotional outlets are adultery, homosexuality or a descent into the veritable Hades of non-university life. It is no wonder that Javier Marias suffered something like severe depression amid the dreaming spires.

Because of its obvious and understandable antipathy to Oxford, this book never really escapes its autobiographical roots. The characters fail to come to life, and the central "theme", the author's adulterous affair, is almost totally unsubstantial. Even the set-piece of the awful college dinner is a laboured affair. Javier Marias writes well, despite lengthy existential disquisitions.

AUTHORS
Your Book Published.
All subjects including Memoirs, Religion, Poetry, Children's Stories and Fiction.
Now Authors welcome.
THE ADELPHI PRESS
(Incorporating)
40, Elm Road, London SW6 7TP.

With the right information, it's all in a day's work.



The Times Appointments section on a Thursday has regularly had more pages of career opportunities than any other quality daily newspaper.

Why? Because as a Times reader, you're the type of person our prestigious advertisers are looking for.

Bankers, technicians, engineers, marketing, accountancy, advertising, lawyers and teachers — whatever the move you're thinking of, The Times delivers.

071-481 4000

ALL IN A DAY'S WORK.
THE TIMES

Greater
baron
them

Dislocated
his inner I

Greatest baron of them all

Woodrow Wyatt says that a new life of the Beaver surpasses other books on the tycoon-politician, while hiding neither his monstrosities nor his irresistible charm

In 1972 A.J.P. Taylor published a fine biography of Beaverbrook as politician and newspaperman. This surpasses it. Mr and Mrs Michael Davie have dug in the same vast mine of Beaverbrook archives but have added entirely fresh material and joyous anecdotes. The restless genius with demonic energy perpetually thirsting for power is often portrayed as a calculating corrupter of men's minds, and of women's hearts, offering temptations as lavishly as Satan in the Bible he was so fond of quoting. Short and hairy, his large, bleached, ugly face seemed incongruously perched at the top of his small frame. Then came the disarming grin and the charm of his flattery.

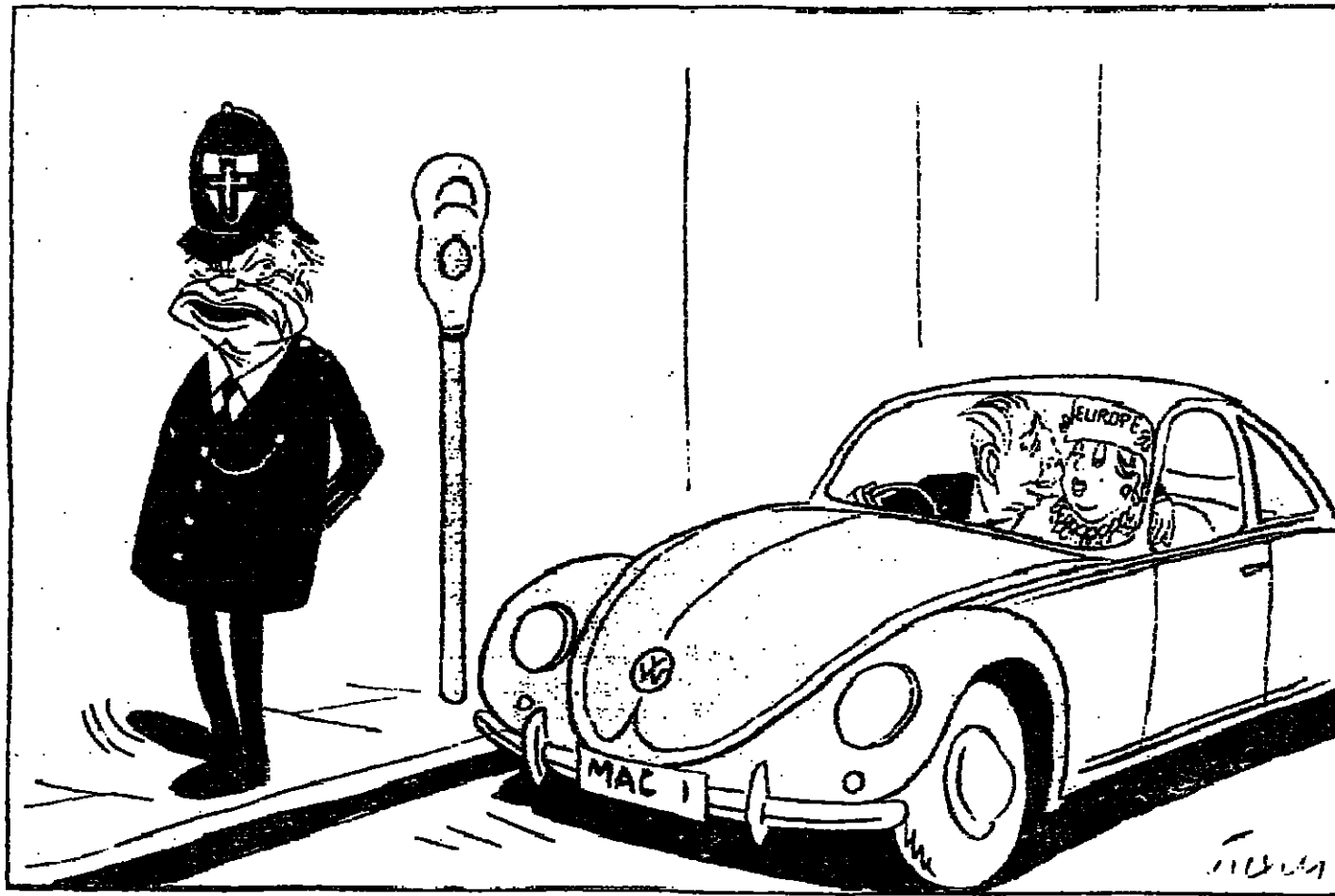
Who could resist that rasping voice saying: "I've just been talking to Winston about you... as he once said to me, and probably to many others? If he was evil, how could so incorruptible and sweet-natured a person as Michael Foot have adored him? Why did most of the galaxy of lovely women (many newly described here) with whom he had affairs remain devoted to him afterwards?"

Some psychoanalysts would read

much into the frequent thrashings from his mother, the redoubtable wife of a Presbyterian minister in Canada. Beaverbrook's father was gentle, though with his huge beard he resembled the God of the Old Testament, fiercely preaching the Calvinist doctrine of damnation. Despite committing catalogues of sins his father warned against, Beaverbrook's religion stuck to him. He called his racing stables at Newmarket Calvin Lodge, assumed by many locals to be the name of a Canadian jockey.

He never overcame remorse for his ill-treatment of his beautiful and loyal wife, Gladys, who died aged 39 after 21 years of marriage unscathed by mistresses imposed on her as guests. When I asked him his beliefs he replied: "I will send a telegram to the Moderator of the General Assembly of the Presbyterian Church of Canada and whatever he says I believe in, that's what I believe in." A hypochondriac afflicted genuinely by asthma, he was obsessed with death and the nearer he came to it the more he feared eternal doom.

He came to England aged 31, already a multi-millionaire. He had been drifting aimlessly, drinking and gambling until on his 21st



birthday he met a "lad of energetic temperament" who had prospered in the US by hard work. This sparked a blinding "conversion". He hurried himself into business. Rapidly he became Canada's dominant financier, pulling off a celebrated coup with his Canada Cement merger. He continued to build an ever larger fortune from the proceeds for the rest of his life.

The authors' research shows that using the same methods today would have landed him in jail or close by. Even pre-1914 they were thought pretty hot. Beaverbrook was still trying to extinguish the last whiffs of scandal more than 50 years on. But he had done nothing illegal. The canard that he was afraid to visit Canada is demonstrated as manifest moonshine.

The eccentric charm and great wealth of the bizarre juvenile con-

quered nearly all London's social and political world. He entered the Commons certain he would become prime minister. He had a gift for intrigue and for winning (usually) the trust of the right person at the right moment. He persuaded the bushy-browed Lloyd George and now it was Lloyd George's turn to go.

His newspapers won tremendous circulations based on his acute observation of human nature, which served him well in other spheres. He knew what the average aspiring middle classes without intellectual pretensions would like, having shared their cultural background. He chose editors who

cleverly interpreted his instincts for a good story or angle and had them put into short, lively sentences. He hired from among the best writers those with the widest appeal.

His political views were often tough. He was an appeaser until September 1, 1939, his papers proclaiming there would be no war. His Empire Free Trade Crusade soon collapsed. But his ideas were always echoed by much of his audience and unquestionably he delayed Britain's adherence to the Treaty of Rome. Wrong or right, he cared passionately about Britain.

In getting the vital aircraft produced by unorthodox means he backed Churchill loyally until, unhinged by a series of military calamities, he tried foolishly to grab his job. For Mrs Churchill, and others who never trusted him, it was an "I told you so". Later, Churchill and he were friends

again till Beaverbrook died believing his life had been wasted because his impossible dream of being PM was unfulfilled.

His help to friends, past or present employees, even enemies, down on their luck was immediate and generous. Sometimes his impish love of sowing discord went too far, as in his vendettas against Mountbatten. I suspect this was more from jealousy connected with his once intimate friend Edwina Mountbatten than from a belief that Mountbatten had caused unnecessary Canadian deaths in the Dieppe raid.

He could be cruel and spiteful. Like others, I have been embarrassed by his humiliation of "little" Max, the son he dearly loved. But that is about the extent of his evil, according to this fair and entertaining book. If there is a Hell, magical Beaverbrook is not in it.

BEAVERBROOK
A Life
By Anne Chisholm and
Michael Davie
Hutchinson, £20

Dislocated by his inner life

Inevitably, one opens a book of political memoirs with trepidation: will it be canny or embarrassingly indiscreet or merely very tedious? In the case of Cecil Parkinson, it is particularly difficult to predict: one knows so much about him, and yet there is so much enigmatic about him. Beneath that articulate, persuasive charm, what kind of man is lurking? Will he let us into the secret?

Surprisingly, he does let us into the secret, and the secret is deep. It comes out in many places, nowhere more than in descriptions of Parkinson's Cambridge. Take this passage on Leavis: "His fundamental distinction between the 'imaginative' and 'the contrived' has stayed with me all my life, and extends itself, as he intended that it should, far beyond literature as an infallible touchstone."

What follows is an example of the truly "imaginative" as opposed to the "contrived" when Brian Walden, passionately defending the

Oliver Letwin

RIGHT AT THE CENTRE

By Cecil Parkinson

Weidenfeld & Nicolson, £18.99

Even once he is in the thick of politics, he never allows his disagreements to mar his recognition of quality or his moral perceptions. His relationship with Heseltine, for example, involves holding a set of distinctions simultaneously in mind. Though there is no attempt to conceal the depth of the dispute with Heseltine about Thatcherism and Mrs Thatcher, there is also a repeated insistence on Parkinson's "great liking and respect" for a "damboyan" man who "could handle big issues and had many of the qualities of a leader". Nor is this window-dressing: at moments of crisis — as when Parkinson contemplates taking a company chairmanship, instead of returning to politics — it is none other than the "openly ambitious" Heseltine whom he consults and by whom he is revealingly told to wait out his time and return to cabinet because "the big decisions

are taken here". In short, Parkinson sees the man for what he is, disagrees with what he disagrees with, and yet both admires what is admirable and likes what is likeable.

So the secret is out: Parkinson, the smooth operator, is actually — underneath — not only a man with an inner life but also a charitable and subtle observer. And yet, an enigma remains, well expressed in that same term, "observer". One has the sense, throughout, of a man who (even when he is very much engaged in what others would think of as "doing") is nevertheless to an altogether surprising extent a dispassionate spectator of the passing scene. We see it in the Sara Keays episode ("she was pregnant" not "I made her pregnant"), in the great electricity privatisation ("what I found interesting was that from day one there was more competition... than... in... telecommunications and... gas", not "I created more competition than...") and throughout in the attitude to Mrs Thatcher, the great "doer" who appears repeatedly in these pages, pushing, deciding, driving almost as if to the amazed admiration of the perceptive commentator, Parkinson.

It is, in the end, a fascinating and unusual self-portrait of an inner self looking not only at the outer world but also, almost passively, at his own outer self acting in that world. It leaves one feeling that one has been in the company of a man both attractive and remarkable and yet



dislocated by his inner life.

A man who can write this — and he writes it, like the rest of the book, well — is a man who has that most precious commodity in the world, an inner life. He is also a man who can distinguish between disagreement and disrespect, recognising intellectual and moral qualities in his opponents, as in Walden.

This tone pervades the book. There is a charity, sensitivity and perception in it which quite defies the public image of the smooth operator. We have a picture of a golden childhood as a clever and athletic boy in a working class family at "Carnforth pronounced Carnforth... by the shores of Morecambe Bay... walking, picknicking and swimming"; then a schoolboy with "a particular enthusiasm, bordering on fanaticism, about a Russian general", a member of the Labour Party, an attendee of communist rallies and, briefly, a would-

be occasional sarcastic broadside that discomfited his opponents. In the section on boyhood he discusses the William books of Rinald Crumpton, "Violet Elizabeth, with her constant threat to 'threem and threem' till she's sick, seemed all too credible, though it was late in my life when I first came across the type in reality — and then in Downing Street."

The main fascination of the book lies outside Healey's political career. The sections of the anthology devoted to the Arts and Nature are particularly rewarding. The author writes "Oxford, the war, and politics all taught me the limitations of scientific reason as a guide to human beings. Fortunately I have always found the arts an inexhaustible source, not only of pleasure, but also of knowledge and understanding." These sentiments inspire some readable and risible excerpts. Notable is Berlioz's description of Liszt giving an after-dinner speech at a banquet in Prague. Its inclusion is as unexpected as it is amusing.

Denis Healey acknowledges the importance of the countryside and nature. His Yorkshire upbringing was urban but closely linked to the stark grandeur of the nearby moors. Inevitably this has resulted in an appreciation of such well-

known rural chroniclers as Kilvert and Housman, but Healey also acknowledges the work of Tony Harrison, a contemporary Leeds poet, and John Clare. The latter was a Northamptonshire peasant writing in the early 19th century. His poem, beginning "I love at early morn from new mown swath to see the startled flies its route pursue", simply sparkles. It is a further example of how the lesser known authors add lustre to an anthology that ranges from classical to contemporary times and from the great names to the obscure.

Of course the question abides whether or not the anthology reveals the author. There is profound sensitivity, when Healey describes the death of his mother and again in the anguish of Virginia Woolf's letter on her impending madness; there is a profound love of the arts and countryside, and there is great intellectual confidence in a mastery of philosophy. All this seems somewhat at odds with the bristling politician that Westminster came to know, respect and half fear over his 40 years in the Commons. I am prepared to believe that *My Secret Planet* does reveal an authentic Denis Healey; and if it does not then the anthology is a thoroughly good read in its own right.

Henry Stanhope's review of Trevor Royle's *Glubb Pasha* (September 24) was of Col. Henry Joynton, not Sir John Glubb.

Leading the charge of the Bennite brigade

Nigel Williamson

THE END OF AN ERA

Diaries 1980-1990

By Tony Benn
Hutchinson, £25

This is a characteristic with which Benn can identify. To him the history of the Labour movement is made up of defeats at least as glorious as the victories: the "great sense of pride" among the crushed miners; the Tory landslide of 1983 which Benn hailed as a victory because eight million people had voted for "real socialism".

In Benn's romantic view, losing and winning are not as important in the greater socialist scheme as the struggle itself. "If people do stand up and fight, they transform the morale of every other oppressed person and they reveal the repressive nature of the state," Benn recorded in his diary the week after the miners went back to work.

In one of the most turbulent decades in modern British politics, which saw the rise and fall of the SDP, the effective end of militant trade unionism and a radical Tory government, Benn's lack of judgement is remarkable. The blame for the miners' defeat falls, not on Arthur Scargill, but on the "totally defective character of the Labour and trade union hierarchy". The print unions lost at Wapping not because the old Fleet Street practices were indefensible, but because



Tony Benn: fought and lost Bristol rather than accept a safe seat

the leaders did "nothing to mobilise their full strength". Labour voters deserted because of Labour's non-socialist leadership, not because Thatcher articulated their aspirations.

Yet lack of judgment does not make the man the ambitious and dangerous ogre of the popular press. Once Michael Foot became leader, a more emotive Benn might have succeeded him after the 1983 election defeat. True, he was not even an MP by that stage — but the diaries reveal that this, too, was by personal choice. Benn was offered the new and safe Scottish

seat of Livingston. He honourably opted to fight on at Bristol, in the almost certain knowledge that he would lose. What emerges is a picture of an innocent abroad, who believed in "saying what you mean and meaning what you say". Fitting, then, that these diaries end with the redefining of politics as an argument about Britain's role in European union. In that argument, Benn and Lady Thatcher agree rather more than they differ.

Nigel Williamson is Diary editor of The Times.

Sarky tyke with a taste for the sublime

John Biffen

MY SECRET PLANET

By Denis Healey

Michael Joseph, £16.99

and again for inspiration." The passage chosen for *My Secret Planet* comes from one of Traherne's "Meditations" and concerns the "wonder of childhood". It is powerfully written but without cloying sentimentality. In addition to the relatively unknown poets Healey also acknowledges the influence of the familiar names including Gerard Manley Hopkins and Dylan Thomas.

One of the attractions of the book is that the prose and poetry come from a balance of contributions, ranging from the very familiar to the relatively unknown. Inevitably the book will be examined to find some explanation of Healey's political career. His outstanding scholastic successes at Oxford had prepared him for an academic future. It was not to be.

He served in the second world war, seeing action in Italy, but "when I was demobilised I decided not to write my great work on aesthetics as a don at Oxford but to

go into politics — since there seemed no other way of helping directly to prevent a Third World War". Healey makes clear that his socialism was of a general kind, related to the concept of the brotherhood of man.

It is also evident that his flirtation with communism at Oxford was very much the effervescence of a lively intellect. The book, both in the author's commentary and the anthology, confirms that Healey, as defence secretary and Chancellor of the Exchequer, was a pragmatic right-of-centre politician.

That, fortunately, does not pre-



Denis Healey: man of parts

vent the occasional sarcastic broadside that discomfited his opponents. In the section on boyhood he discusses the William books of Rinald Crumpton, "Violet Elizabeth, with her constant threat to 'threem and threem' till she's sick, seemed all too credible, though it was late in my life when I first came across the type in reality — and then in Downing Street."

The main fascination of the book lies outside Healey's political career. The sections of the anthology devoted to the Arts and Nature are particularly rewarding. The author writes "Oxford, the war, and politics all taught me the limitations of scientific reason as a guide to human beings. Fortunately I have always found the arts an inexhaustible source, not only of pleasure, but also of knowledge and understanding." These sentiments inspire some readable and risible excerpts. Notable is Berlioz's description of Liszt giving an after-dinner speech at a banquet in Prague. Its inclusion is as unexpected as it is amusing.

Denis Healey acknowledges the importance of the countryside and nature. His Yorkshire upbringing was urban but closely linked to the stark grandeur of the nearby moors. Inevitably this has resulted in an appreciation of such well-

known rural chroniclers as Kilvert and Housman, but Healey also acknowledges the work of Tony Harrison, a contemporary Leeds poet, and John Clare. The latter was a Northamptonshire peasant writing in the early 19th century. His poem, beginning "I love at early morn from new mown swath to see the startled flies its route pursue", simply sparkles. It is a further example of how the lesser known authors add lustre to an anthology that ranges from classical to contemporary times and from the great names to the obscure.

Of course the question abides whether or not the anthology reveals the author. There is profound sensitivity, when Healey describes the death of his mother and again in the anguish of Virginia Woolf's letter on her impending madness; there is a profound love of the arts and countryside, and there is great intellectual confidence in a mastery of philosophy. All this seems somewhat at odds with the bristling politician that Westminster came to know, respect and half fear over his 40 years in the Commons. I am prepared to believe that *My Secret Planet* does reveal an authentic Denis Healey; and if it does not then the anthology is a thoroughly good read in its own right.

Henry Stanhope's review of Trevor Royle's *Glubb Pasha* (September 24) was of Col. Henry Joynton, not Sir John Glubb.

Henry Stanhope's review of Trevor Royle's *Glubb Pasha* (September 24) was of Col. Henry Joynton, not Sir John Glubb.

The big bug poser solved

The Zoo would like to see any hitchhikers in your holiday luggage

Matthew Robertson, the senior keeper at London Zoo's invertebrate conservation department, handling a 1 1/2 inch long bug, said: "It's a good job this is a female. The males sing loudly and like to crawl under fridges and use them as a resonating chamber."

On returning from a Greek holiday I opened my case and something hopped out. The creature had big back legs and two antennae and, for all I knew, it could kill with one bite. I rang the council pest control department. I was put on hold by the switchboard and fell into a British Telecom black hole.

Then I rang the zoo, which gets up to ten such calls a day. Mr Robertson told me to chill the creature into unconsciousness in the fridge and transfer it into the freezer, where it would sink into permanent sleep. "Don't put it straight in the freezer," he said. "The blood crystals freeze and the pain is excruciating."

Although the department is devoted to saving species, it must advise the public on how to dispose of hitchhikers, as Mr Robertson calls the insects in holidaymakers' baggage.

With only the haziest idea from a telephone call of what an insect might be, staff have to advise on killing it, in case it is dangerous, and sending it in, should it be a rare species. "The sad side is that if we think it might be unusual or rare, we do not have the resources to nip up to Peter-

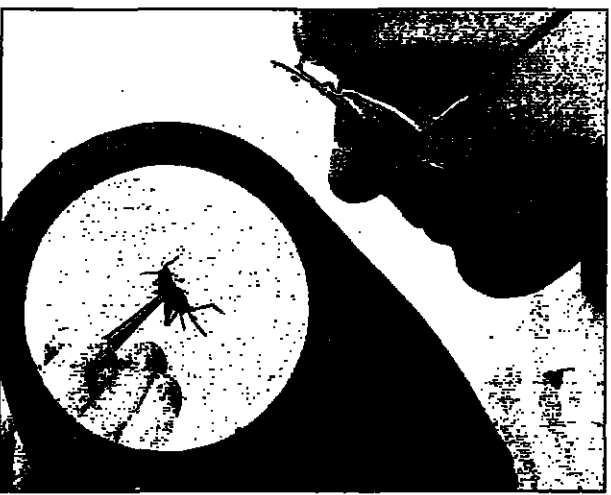
borough or wherever and take a look," Mr Robertson says. He is still tormented by a telephone description of an insect sighting: the size of a carrot but green and flying.

Most creatures the zoo is asked to identify, however, are crickets or cockroaches. There are 19,000 species of insect in the UK and 100,000 in Europe, yet people are familiar with only a few common examples. Mine was a gryllomorpha, a kind of cricket. It liked damp, rocky places and was often found around buildings.

Occasionally staff are called by Customs to identify creatures imported for illegal trade or asked to mediate in disputes. Mr Robertson is at present acting for a travel company over a honeymoon couple's claim they could not consummate their marriage on the wedding night because the hotel bedroom was infested with fleas. He has been asked to identify the culprits.

With the zoo's future still uncertain, maybe this time next year holidaymakers with bugs will have nowhere to turn. The Natural History Museum will identify insects, but for £37 plus VAT. Meanwhile, keep sending in your unidentified flying or crawling objects. "But not in a match box please," Mr Robertson says. "When we open it up we just find a few mashed-up wings and legs."

LINDA GRANT
© Times Newspapers Ltd 1992



It's a cricket: Matthew Robertson knows his insects

From today if you are rich and break the law, you will be fined a lot more than someone poor. George Hill reports

Fines and punishment

If the Mercedes gliding down the M25 this morning seems to be behaving less as if it owned the road than it did yesterday, and the rattling jolty it overcomes seems to give way less deferentially, the reason may be that the drivers of both cars are aware that the Criminal Justice Act 1991 comes into effect today.

From now on, motorists fined for traffic offences, in common with all those coming before magistrates' courts, will have their income taken into account when the size of the fine is assessed. A well-heeled offender may have to hand over 25 times as much as his penniless counterpart, for exactly the same offence.

This new pattern of "unit fines" will apply in the new youth courts, as well as magistrates' courts for adult offenders. It will therefore cover the most controversial aspect of the new act, the rules designed to ensure that parents take a more direct responsibility for the misdeeds of their wayward children. If Lord Snooty is ever fined for his riotous exploits with the catapult, his guardians will in future have their spending power taken into account if a fine is imposed on the wayward peer. If Dennis the Menace is ever brought to book, his long-suffering parents will be penalised at only a fraction of the same rate.

If either of these unruly juveniles gets into trouble with the law from now on, the adults nominally in charge of him will have to bear a greater share of the consequences in other ways too. Fines and compensation to victims of children's crimes are already normally charged to the parents. In future they will be charged on a unit basis in the light of the parents' ability to pay. Courts will be able to impose a fine of up to £1,000 on parents who refuse to be bound over to control their children.

The principle behind unit fining is that to make the punishment fit the crime is not enough: it must fit the criminal too. Magistrates courts have always had a discretion to take an offender's poverty into account when fining, but they have had no explicit statutory sanction to take account of an offender's wealth.

In practice, courts have imposed fines at levels which



To you, sir, £700: for high-income drivers who exceed the limit by more than 30mph, the penalty could be enormous under the unit fines system.

have often been inappropriate at both ends of the income scale. A significant minority of fined offenders are eventually sent to prison for failing to pay. While some of these may be irremediably feckless or determined to make martyrs of themselves, many probably would pay if they could.

In the four areas where unit fines have been imposed on an experimental basis since 1988, the rate of imprisonment for default has fallen by as much as a quarter. This

represents a worthwhile saving in administrative cost, since a fine brings in revenue (about £70, on average), while sending someone to jail costs the state more than £300 a week. Unit fines should therefore prove good news to the taxpayer.

With unit fines, the court considers the seriousness of the offence, and rates it on a scale of unguessed units (see below) — seven units for a speeding offence and 30 or 40 units for possession of cocaine or grievous bodily harm. Then the scale of the unit in each case is fixed on the basis of a confidential return made by the convicted offender, detailing his or her weekly disposable income. This will take account of legitimate commitments, like mortgage repayments or school fees. But if the court suspects that the return is less than frank, it can demand further information, with a maximum penalty of three months' jail for a dishonest return. The maximum fine that can be imposed in magistrates' courts is being raised from £2,000 to £5,000. Unit fines have been generally welcomed, though some critics have protested against

the rule that fines on offenders receiving income support can be deducted from income support payments, if they refuse to pay, and because income assessment has a ceiling which disregards the full earnings of very wealthy offenders.

"The pilot trials of unit fines have been very successful indeed," says Yolanda Burgin, a policy development officer with the National Association for the Care and Resettlement of Offenders. "The ceiling on the unit scale has been criticised, but with an open-ended scale a very wealthy offender might be fined a disproportionate amount for a relatively minor offence, such as having no television licence."

The act's attempt to enforce parental responsibility on the same unit fine basis has been more coolly received. The new youth courts, to try offenders under 18, will use the powers the juvenile courts already had and will be under a duty to require parents' attendance in court, "unless it would be unreasonable to do so".

Ms Burgin doubts whether courts' use of their powers will change much. "I think the youth courts will behave in their usual extremely responsible way, taking the best interests of the offender and society equally into account," she says. "Parents are already expected to appear in court, and almost

always they do. If not, it is usually either because they have extremely urgent commitments elsewhere, or because the relationships within the family are already very difficult. If they won't attend, it would be extremely counterproductive to send the police to bring them in."

Caroline Ball, a lecturer in law at the University of East Anglia and the editor of *The Magistrate*, the journal of the Magistrates' Association, is more anxious about the possible effects of the new act. "This doctrinaire approach is profoundly unhelpful," she says. "Where these problems arise, these are mostly very fragile families anyway, and you can't force parents to exercise a responsibility if they cannot do so, or do not know how. Anything that adds to the stresses within these families is likely to lead to more homeless teenagers."

Ministers have stressed that they do not envisage the act as laying an absolute liability on parents to bear the consequences of any wrongdoing by their children. They only need to have tried reasonably hard. How hard is reasonable will be for the courts to decide.

WHAT THE NEW FINES MEAN

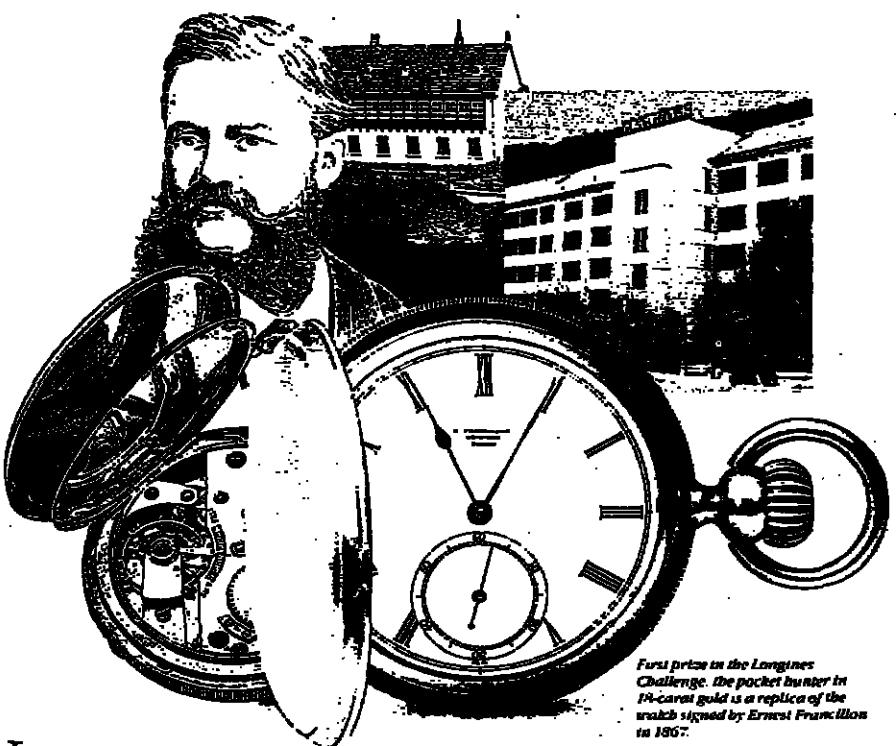
Offence	Recommended units, indicating seriousness of offence and possible range of fines (minimum unit value, £4; maximum, £100)	Units	Fine in £
TV licence evasion (black and white)	5	20 to 500	
Drunk and disorderly	5	20 to 500	
Speeding (30mph over limit)	7	28 to 700	
Obstructing a police officer	8	32 to 800	
Theft from a vehicle	15	60 to 1,500	
Cultivation of cannabis	15	60 to 1,500	
Drunk driving, twice limit	18	72 to 1,800	
Burglary (non-dwelling)	20	80 to 2,000	
Assault on a police officer	25	100 to 2,500	
Burglary (dwelling)	30	120 to 3,000	
Possession of class A drugs (eg cocaine)	30	120 to 3,000	
Grievous bodily harm	40	160 to 4,000	

1867. Ernest Franchillon creates the Longines watch company



1832. Auguste Agassiz opens a watch business

A double celebration deserves a special challenge: Join the search to find the oldest Longines watch and you could win a fabulous prize.



Additional Prize Winners will receive: A full colour book covering the history of Longines watches.

National Prizes

Awarded to the owners of the three oldest watches in the U.K. and Eire (assuming they have not already won one of the first six International prizes).

1st Prize: The Lindbergh watch in steel and precious yellow metal on strap. A watch produced by Longines to commemorate the 60th anniversary of Charles Lindbergh's first solo flight across the Atlantic in 1927.
2nd Prize: A 'Christobal C' watch in steel on strap. This navigational watch was produced by Longines to commemorate the 500th anniversary of Columbus's voyage to America.
3rd Prize: An Anniversary Gold plated watch on strap.



International Prizes

1st Prize: An 18 carat gold pocket watch (limited edition of 500 only).
2nd Prize: A silver version of the pocket watch (limited edition of 1,000 only).
3rd Prize: An 18 carat gold pocket watch from the Ernest Franchillon collection.

The first three prize winners will be invited by Longines to St. Imier, Switzerland to receive their watches.

4th, 5th and 6th Prizes: A wristwatch from the 125th Anniversary Collection

LONGINES

For a catalogue please telephone 061-624 3977

It is 160 years since Auguste Agassiz opened a watch business and 125 years since his nephew, Ernest Franchillon, founded the Longines Watch Company.

Longines have chosen to celebrate this unique anniversary in a special way by issuing a world-wide challenge to find the oldest Longines watch.

Whether it is a family heirloom or a collector's time piece, you might be the owner of an old Longines watch. It could win you an 18 carat Gold Replica of the Pocket Hunter, the first

Longines watch signed by Ernest Franchillon in 1867.

How to Enter

Take your watch to an official Longines agent by 31st December 1992. He will identify it by its serial numbers which also determine the day and date of manufacture. You will then receive a participation certificate and your entry will be forwarded to Longines at St. Imier in Switzerland.

Two categories of prizes will be awarded.

Dammed by the World Bank

A meeting today will seal the future of thousands in the Narmada valley



Pushing ahead: at work on the Sardar Sarovar dam

To the inhabitants of its majestic forested valley, the Narmada river in central west India is the "Giver of Bliss". But this year, as its turbulent monsoon waters flooded up behind the concrete curtain of the colossal, still uncompleted Sardar Sarovar dam, the Narmada river had little to give but misery and fear.

At times the fast flowing river surged within feet of inhabited farmhouses, less than a mile away from the dam's construction site. The monsoon has now subsided, but the reprieve is only temporary, with the threat to the Bhil tribespeople of the Narmada valley remaining intact.

Their fate will be sealed today, as the World Bank's board of executive directors meets with management in Washington DC to determine the Narmada valley's future. The World Bank has already committed some \$450 million (£260 million) to the \$3 billion package of Sardar Sarovar projects, ventures which would almost certainly founder without its continued support.

Lewis Preston, the World Bank's president, is adamant that he wants to push ahead. The Narmada river, he said in a statement released in June, "is one of the country's most important untapped water resources".

This is a situation he intends to rectify with the Sardar Sarovar projects. They include the dam, due to rise to 535ft, a 1.2 gigawatt power station, transmission lines, a 290 mile irrigation canal to the state of Rajasthan, branch canals and

five million acres of irrigated land in Gujarat. Future plans for the valley involve a further 3,000 small dams, 135 medium-sized dams and 30 big dams.

The Sardar Sarovar projects, Mr Preston said, will "raise the living standards of millions of poor people in the region", with the river feeding 20 million people by irrigating farmland, providing drinking water for 30 million people and generating electricity for agriculture and industry, so creating employment for a million people.

But these are debatable claims. The soils to be irrigated tend to be saline and prone to waterlogging. No rural or urban water supply plans have been drawn up. A leaked internal bank memo

benefits of the dam should be downgraded by 30 per cent, and its hydroelectric potential, by 25 per cent — enough to undermine the projects' economics.

Last year, in response to local and international resistance to the Sardar Sarovar projects the World Bank recruited an independent team under Brad Morse, former head of the United Nations Development Program, to compile a report. In June, after ten months of study, the team advised the bank to "step back from the project and consider it afresh".

The report continues: "To proceed with a project that is known to severely affect the lives of human beings... in near total ignorance of the

worst irresponsible and at best in contradiction to existing bank policy."

It is now 22 years since the World Bank first committed itself to ensure that the projects it finances avoid serious adverse ecological consequences.

In response to the Morse report, the Bank sent out a further mission of its own in July, resulting in a 17-page memorandum which will be before the executive directors today. Where the Morse report pointed out that "progress will be impossible except as a result of unacceptable means", the Bank management explicitly presses for funding to be continued.

Narmada Bachao Andolan (NBA — the Save Narmada Movement), the leading pressure group in India campaigning against the dam, is unequivocal in its rejection of the Bank's memorandum, which its representative Shripad Dharmadhikari describes as "callous, dishonest and completely removed from reality".

The NBA's campaign has already met with considerable success, winning widespread support both in India and internationally. And its actions have forced the Bank to admit that "this year, construction was further constrained by resettlement considerations", or the refusal of the valley's farmers to leave their homes.

Even if the World Bank decides today to pursue the projects — as it almost certainly will — the future will remain unpredictable.

OLIVER TICKELL

THE TIMES

APPOINTMENTS

TO ADVERTISE
TELEPHONE
071 481 4481

TO ADVERTISE
FAX
071 782 7826

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
EDUCATION University Appointments Prep & Public School Appointments Educational Courses Scholarships & Fellowships LA CREME DE LA CREME Secretarial Appointments	LEGAL APPOINTMENTS Solicitors & Commercial Lawyers Private & Public Practice PUBLIC APPOINTMENTS CREATIVE & MEDIA APPOINTMENTS	LA CREME DE LA CREME Secretarial Appointments	GENERAL APPOINTMENTS Management, Engineering, etc. ACCOUNTANCY & FINANCE LA CREME DE LA CREME Secretarial Appointments	INTERNATIONAL APPOINTMENTS Educational, Technical, Commercial and Academic Posts

M A R K E T I N G D I R E C T O R



To be the best, most innovative and exciting sports and fitness brand in the world is a tall order. But it's a mission that Reebok take seriously. Already number one in the UK and heading that way in 150 countries worldwide we continue to lead the way in technical excellence, marketing flair and a commitment to customer satisfaction. To this end, we are now seeking the individual who will spearhead all marketing activity across Reebok footwear and apparel brands.

UNLEASH YOUR POTENTIAL

The brief is broad and will challenge all your Marketing skills. You will have a detailed understanding of the UK retail environment and will need to place an increasing emphasis on developing innovative merchandising and promotional concepts that deliver results. Demonstrating an empathy for performance sporting products, you will manage the development and introduction of ever more exciting ranges. You will use your influence to help shape the Company and develop new ground, as well as establishing close links with our International Division in the development of a worldwide brand strategy.

We are looking for an individual with a strong retail marketing background, ideally with a recognised brand leader. Energy, innovation and an entrepreneurial approach are essential qualities. You will be a team player with an enthusiasm for or active participation in sports. With responsibility for 35 professionals, your management style should be open but highly motivational. Of course you will demonstrate a flair for handling high profile, high budget consumer advertising within a Blue Chip organisation.

Applicants currently earning less than £50,000 are unlikely to possess the depth of experience required. For the right individual, however, the remuneration package will certainly not disappoint you.

If you are ready for a role where you'll really make a difference, write to Iain Witherington, Human Resources Manager, Reebok UK, Moor Lane Mill, Lancaster LA1 1GF.

Reebok

Sales Manager

Information Sector
Value Added Services

Manchester Base

c £40,000 OTE, Car, Benefits

Hoggett Bowers

BIRMINGHAM, BRESTOL, CAMBRIDGE, CARDIFF, EDINBURGH, LEEDS, LONDON, MANCHESTER, NEWCASTLE, WINDSOR and representation throughout EUROPE

With group turnover of around £45 million, this fully quoted, highly profitable and growing Plc is a market leader in the information management sector. The company has invested heavily in the development of new value-added services to help achieve further market penetration and sustained growth.

This key sales management position reports at board level and is responsible for a small, professional team selling high-value services in the north of England and Scotland.

The requirement is for a highly professional, intelligent and well-trained sales manager with at least 5 years' successful experience leading a field sales team. Ideally, the emphasis will have been on systems or concept sales to major organisations at board level, with a high level of analytical and financial input. As most sales will be aimed at Financial Director level, familiarity with accounting practices will be useful.

Probably a graduate over 30, you will need to demonstrate excellent sales management and communications skills to motivate your team and to co-ordinate other internal resources. The ability to manage and develop client relationships at board level is essential. Your successful track record must be backed by first class personal presentation and presence. You must be able to convince the company of your potential for further personal career growth and advancement, the prospects for which are very real for the successful candidate.

The remuneration package is excellent with genuine potential to exceed the quoted OTE significantly.

Male or female candidates should submit in confidence a comprehensive c.v. to: L.D. Hadji, Hoggett Bowers plc, 5 London Bridge Street, LONDON, SE1 9SG, 071 403 7000, Fax: 071 403 3773, quoting Ref: H29053/ST.

Managers-Business Development And Marketing

Special Alloy Manufacturing
And Heavy Engineering

North of England Base

c £35,000, Car, Benefits

Hoggett Bowers

BIRMINGHAM, BRESTOL, CAMBRIDGE, CARDIFF, EDINBURGH, LEEDS, LONDON, MANCHESTER, NEWCASTLE, WINDSOR and representation throughout EUROPE

This substantial Group of companies plays a strategic role in the nation's manufacturing capability and has strong export markets. It has ambitious international development plans and wishes to recruit two Managers, Business Development and Marketing, whose brief will be to seek out new opportunities to exploit the Group's technological strength in heavy engineering and special alloy manufacture. The positions report respectively to Divisional Managing Directors. Candidates will be aged late twenties to mid-thirties, with a science degree, preferably in metallurgy or engineering, with a working knowledge of metal manufacturing processes. They will possess a thorough understanding of the marketing and sales process and knowledge of industries such as aerospace, power generation, steel manufacturing, petrochemical or offshore. Candidates will enjoy operating at a senior level and be totally at ease in an international environment. The positions offer excellent opportunities for further career progression.

Male or female candidates should submit in confidence a comprehensive c.v. to: S.F. Blower, Hoggett Bowers plc, 11 Lisbon Square, LEEDS, LS1 4LY, 0532 448661, Fax: 0532 444401, quoting Ref: L29021/ST.

Market Manager

Telecommunications

c.£32,000 + Bonus + Car

South East

Leading provider of telecommunications services driving growth in business and consumer markets seeks experienced marketing professional. Highly accountable and challenging role.

THE COMPANY

- ◆ Pioneer of telecommunications service offerings. Substantial multi-million pound organisation.
- ◆ Major presence in the U.K. market. Planned growth in Europe.
- ◆ High profile brand, fast changing environment. Young and dynamic management team.

THE POSITION

- ◆ Maximise penetration of key business market via indirect channels.
- ◆ Research sector. Create new market propositions. Implement plan. Promote service products to sector.

- ◆ Address competitive threats. Ensure revenue and profit performance. Reports to Marketing Planning Manager.

QUALIFICATIONS

- ◆ Classically trained marketing executive. Aged 25-35. Business degree. Marketing or management qualification an advantage.
- ◆ Proven strategic and operational marketing experience. Knowledge of working through third party routes to market.
- ◆ Creative, analytical, commercially astute. Well developed interpersonal and communication skills. Team player and self-starter.

Please reply in writing, enclosing full cv, Reference SL3933, 7 Shaftesbury Court, Chalvey Park, Slough, SL1 2ER

NB SELECTION LTD - a Norman Broadbent International associated company
SLOUGH 0753 859227 • LONDON 071 493 6392 • BIRMINGHAM 021 233 4656 • BRESTOL 0272 291142
GLASGOW 041 204 4334 • ABERDEEN 0224 638080 • MANCHESTER 0625 539753

Supply Director

Blue Chip Retail Plc

£50,000 + Excellent Benefits

South East

Progressive UK retailer requires outstanding supply chain professional to optimise business performance.

THE COMPANY

- ◆ Premier operating subsidiary of FT-SE 100 company. Highly profitable and expanding.
- ◆ Multiple outlets nationally. Advanced, integrated supply chain management systems.
- ◆ Committed to quality. Promotes customer choice and service.

THE POSITION

- ◆ Responsible for supply and management of inventory.
- ◆ Ensure maximum product availability at minimum cost. Departmental team of 100.
- ◆ Assist in continuing to develop, implement and manage integrated logistics systems strategy.

QUALIFICATIONS

- ◆ Logistics professional from progressive, supply chain oriented organisation. Major systems implementation experience.
- ◆ Minimum 5 years' responsibility for inventory management in FMCG environment. Financially aware.
- ◆ Graduate calibre, aged 35-45. Strong manager with first-class interpersonal skills. Detail conscious, numerate, dynamic and resilient.

Please reply in writing, enclosing full cv, Reference SL3932, 7 Shaftesbury Court, Chalvey Park, Slough, SL1 2ER

NB SELECTION LTD - a Norman Broadbent International associated company
SLOUGH 0753 859227 • LONDON 071 493 6392 • BIRMINGHAM 021 233 4656 • BRESTOL 0272 291142
GLASGOW 041 204 4334 • ABERDEEN 0224 638080 • MANCHESTER 0625 539753

Choosing the best is serious business

All MBAs are not equal, Sally Watts discovers. Where you studied is as important as what you achieved

Recession or not, a good MBA is an asset in the jobs market. At the end of the latest full-time course at Strathclyde University, 85 per cent of the students found jobs — most with higher pay than before. A few doubled their salaries.

"Quality is always in demand," says Roger McCormick, director general of the Association of Masters in Business Administration (AMBA). "The market remains strong for an MBA with good personal qualities, motivation — and a degree from a good business school."

What is a good school? The answer could affect potential students' choice. A good school is one that offers MBA courses accredited by AMBA. The recent proliferation of courses has made accreditation vital to maintenance of standards. Some courses are being affected by the shortage of teaching staff possessing "academic and street credibility". They should be able to teach 30-year-olds who have a first degree and business experience,

and should be involved in research and consultancy. Accreditation also depends on curriculum quality, entry standards and contact with peer groups, which allows students to work with other professions. AMBA's new *Guide to Business Schools* lists nearly 90 courses in Britain. Of these, fewer than 30 are accredited. More schools, both British and European, are applying for accreditation.

Ruth Palmer, assistant manager at the Chartered Institute of Bankers, says: "Employers of MBAs have a pecking order of schools. They are not impressed simply because someone has a qualification — they want to know which school it is from." The institute operates the Lombard Scheme, which began in 1990 and is linked with six business schools. Not all are accredited, for the idea was to have both a geographical mix and a spread of specialisms and teaching styles, including distance learning. "A lot of people take courses with a career change in mind — though they want to remain in



Changing times: Professor Murray at Cranfield rates flexibility as essential for a management course

financial services — and because they're looking for higher management roles," she says.

When employers look for future top executives, Ms Palmer says, they choose schools such as Cranfield, Harvard, Insead or London. Peter Merry, head of British Telecom's executive development,

says: "We focus on a small number of proven programmes at perhaps half a dozen schools with standards that meet our criteria." Schools used by BT include Henley, Ashridge, Cranfield and London. It also shares with several other leading organisations a full-time consortium MBA at Warwick, and

has links with the Open University and Heriot-Watt University. "But we don't want all our middle managers studying for MBAs, we want to be sure about their career paths," Mr Merry says. "The courses raise students' expectations, so we are concerned about where the degree will lead."

McKinsey & Co, the London management consultant, tends to recruit MBAs from Harvard, Insead, London and Stanford. It also has staff from the Warwick and Manchester schools, which both have accredited courses. The American-owned company takes the view that the quality of both the course and the peer group is important, and that top schools attract top candidates.

Taking an approved course can be difficult for part-timers if there is not one close by. Like distance learners, part-timers have the advantage of being able to relate their courses directly to their jobs. But they must cope with a hefty learning programme so travelling distance is important.

Distance learning is an option although no such courses have been accredited because one criterion for approval is experience with peer groups. The Open Business School, from which a first batch of MBAs will graduate this year, has an excellent reputation but is, as yet, unaccredited. An expert on MBA programmes advises: "A good, high-flying distance learning course is preferable to second best, close to home."

The AMBA is reviewing its policy on distance learning. "Open learning courses are already ac-

credited if they allow peer contact," Professor Leo Murray, director of Cranfield School of Management, where the MBA 2000 project involves constant updating to match requirements, says. "Universities are notoriously resistant to change. But in the real world subjects can move quickly, so we have to be flexible, looking at the market and at corporate and individual needs."

Not all employers, however, value MBAs highly. Andrew Mayo, personnel director for the computer firm ICL, says: "The qualification is not especially practical for us, as it is remote from the day-to-day job. But it is a useful personal background, and if employees want to do it, we will support them."

Prospective students can attend AMBA's reception on October 12, at the Institute of Directors in Pall Mall, central London, when 80 British, European and American schools will be represented. Students will be able to discuss the Business School loan scheme for approved courses. Free tickets are obtainable from AMBA.

The Association of MBAs is at 15 Duncan Terrace, London, N1 8BZ. Tel: 071-837 3375

Operations Director Financial Services

South East

With total assets over £1 billion, this long-established subsidiary of a major international conglomerate continues to expand, despite difficult trading conditions. The company is a leading player in financial services and owes its success to a commitment to total quality, backed up by innovative distribution channels and the latest technology.

Owing to a recent restructuring, the company wishes to recruit an Operations Director to take charge of a major unit. The key elements of the role are:

- customer service - ensuring that the highest possible standards are maintained;
- leadership - managing a team in excess of 300;
- administration - 10,000 transactions pass through this department each day;
- management of change - implementing new levels of efficiency and productivity.

To £60,000 + Excellent Benefits

The Operations Director will work closely with all other departments of the company, playing an active role in the general management of the business.

The ideal candidate will be a graduate, aged 35-45 years, with at least 3 years experience in a role combining the four key competencies. Whilst a track record in the personal finance or insurance industries is preferred, other backgrounds that feature a high transaction throughput and a commitment to customer service may be relevant. Excellent communication skills, adaptability, resilience and a commitment to driving change are essential.

This is a senior appointment. The company wishes to recruit a candidate of the highest calibre and offers excellent career prospects and a first-class benefits package, including relocation to an attractive part of the South East.

Interested applicants should write, enclosing a detailed CV, to Patrick Johnson, at the address below, quoting reference number 141J.

ST. JAMES ASSOCIATES

MANAGEMENT SELECTION

32 OLD BURLINGTON STREET, LONDON W1X 1LB. FAX: 071-287 2821. TELEPHONE: 071-287 2820.
A GKR Group Company

Marketing Director Industrial Coatings

North West

An autonomous part of a quoted group, our client is a UK market leader in the manufacture and distribution of specialist ranges of industrial coatings and finishes. Annual turnover is £25m and, with a strong financial base, the company is well positioned to capitalise on growth opportunities by acquisition and by investing in new products and markets.

The newly created position of Marketing Director will play a leading role in the future growth of the business. Reporting to the Managing Director, the successful candidate will be responsible for providing quality strategic and marketing input into business plans. Key tasks will be to:

- research and identify UK and international market opportunities;
- formulate and implement marketing plans ensuring profitable growth of existing business and widening of distribution;
- provide the focus to technical

C. £45,000 + Bonus + Car

and sales teams in the development and launch of new products.

Ideally aged early 30's to mid 40's and of graduate calibre, the person appointed will need to demonstrate a record of achievement in the creation and implementation of successful marketing and business strategies. First-hand experience of business and sales development is considered essential and a background in international marketing would be a distinct advantage. Well developed communication and motivational skills are essential qualities, combined with a strong resolution to achieve success and alertness to opportunities.

A comprehensive remuneration package will include a performance-related bonus and full assistance with relocation. Career development prospects are excellent.

Interested applicants should write, enclosing a detailed CV, to Philip Gardiner, at the address below, quoting reference number 9224N.

ST. JAMES ASSOCIATES

MANAGEMENT SELECTION

PARK HOUSE, 6 KILLINGBECK DRIVE, YORK ROAD, LEEDS LS14 6UF. FAX: 0532 484852. TELEPHONE: 0532 351007.
A GKR Group Company

Country Manager - Czechoslovakia Pharmaceutical Marketing and Sales



This highly successful business within Johnson & Johnson's pharmaceutical sector is growing very rapidly and is currently seeking to appoint a Country Manager to be based in Prague.

The position will carry responsibility for the general management of this geographical area in this market but previous experience of this geographical area is not a must. Emphasis is rather placed on:

- Successful record of achievement in sales and marketing in the pharmaceutical or related industry
- Proven qualities of leadership
- High energy level and commitment to achieving and exceeding objectives on a consistent basis
- Age must probably not above 35 years

This is a very exciting opportunity for an ambitious young manager, who already has a successful track record, to join one of the world's leading Health Care corporations in a very fast growing and entrepreneurial business. Interested applicants should write with full details of their career to date and current salary to Bernard Hodes Selection, (Cilag Eastern Europe), Griffin House, 161 Hammersmith Road, London W6 8BS.

Editorial Director

The Economist Intelligence Unit, which now incorporates Business International, is looking for a new Editorial Director. The current Editorial Director is returning to The Economist, from which he was seconded.

The publications of the EIU have a sales revenue of about £25m. They cover the world and are sold all over the world. They are used by business executives to make informed decisions about their international operations. The editorial staff of 100 are in London, New York, Hong Kong and Vienna. The publications range from quarterly Country Reports to weekly newsletters, from reference services to financial guides, from geopolitical environmental guidance to industry-specific studies. Online services are being developed.

The Editorial Director is charged with managing the worldwide editorial team so as to produce work of excellence, relevance and authority and to ensure that the considerable

editorial resources are organised and used to maximum effect.

The successful candidate will have a proven record of managing talent; the editorial skill to improve copy and the ability to reject copy that can't be improved; and an endless preoccupation with the flow of world events and what they mean for business.

The candidate will be based in London, but will spend considerable time at the other editorial centres. He or she will report to the Managing Director of the EIU's publishing division.

An excellent salary and benefits package is offered, including profit share scheme, 5 weeks' holiday, family medical insurance and contributory pension scheme.

Please send concise cv with details of current salary to Anne Dean, The Economist Group Personnel Director.

E.I.U.

The Economist Intelligence Unit

40 Duke Street, London W1A 1DW

SENIOR EXECUTIVES
The Pathfinder Partnership Ltd are experts at marketing top level executives, particularly in the unadvertised job market. For an informal discussion call us today.
The PATHFINDER PARTNERSHIP Limited
178-202 Great Portland Street, LONDON W1N 6JL
Private & Corporate Career Advisory Consultants

A successful programme of acquisition and strong backing from a European parent has helped this company to a commanding position in the UK market.
In support of a dynamic business development strategy, they now require a well educated, creative, highly articulate individual to lead their large national sales force.
Ideally you will have substantial experience within the catering market although candidates with a relevant background in other business to business sales environments will also be considered.
This is a senior appointment which is critical to the company's future development; so the whole remuneration package - including a fully-expensed executive car and a pension plan - can be tailored to meet individual needs and preferences.
Please send a full cv in confidence to Austin Knight Recruitment, Knightway House, 20 Soho Square, London W1A 1DS, quoting reference A234. Applications are forwarded to the client concerned, so companies in which you are not interested should be listed in a covering letter. The closing date for applications is October 18, 1992.
Austin Knight supports equality of opportunity in employment.

SALES DIRECTOR
Package to £50k + Food Service M25 area

Director... and needing a job

By working together we have total commitment in helping you to find the right job. Our methods lead to hundreds of opportunities at senior level across a wide range of services and industries. £40k - £100k.
Continued professional support from start to finish. Special Government interest free loan to tide you over, if required.
Call us on 071 488 1324 to learn how we can help you help yourself!

Management Career Consultants,
41 Tower Hill,
London EC3N 4HA

A member of the
Hambros Group

Austin Knight

Fixed Income Analytical Programmer

City

In today's fast-moving financial markets, traders increasingly need analytical support to obtain competitive advantage. Providing this support requires business experience, an ability to respond quickly to trading priorities, and good programming and database skills.

My client, one of the world's premier investment banks and a major player in all the leading markets, currently seeks such an individual to join their Fixed Income group, in a **FIXED INCOME ANALYTICAL PROGRAMMER** capacity.

Working as part of the Trading Risk Team, the role of this individual will be to provide business and trading systems support to the floor. The applicants need to be resilient, high-calibre candidates with a solid knowledge of international bond markets. They will

£ excellent

also have a strong technical skill-set, which will include 'C' or Fortran, Vax/VMS and database experience. Database and Unix skills will be a distinct plus, and a quantitative degree an advantage.

Finally, as this is a very visible role, it is paramount that applicants should display genuine commitment, coolness under pressure, and a strong commercial awareness.

The rewards and top benefits package are first-class and designed to attract those candidates worthy of an outstanding salary and career opportunity.

If you believe you possess these abilities then call Karen Gay on 071-831 2000 or send your CV to her at Michael Page City, Page House, 39-41 Parker Street, London WC2B 5LH.

MP

Michael Page City
International Recruitment Consultants
London Paris Amsterdam Brussels Düsseldorf Sydney

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

Marketing Manager

Branded Industrial Products

c.£30,000 + Excellent Package

Central Scotland

Superb opportunity for marketing professional to join this hugely successful household name company to develop brand strategy and new product programmes for home and European markets.

THE COMPANY

- Dynamic market leader in fast moving, high volume branded industrial products. Setting new standards in quality and manufacturing excellence, guaranteeing sector dominance.
- Recent PLC backed capital investment in this growing profitable subsidiary. Unrivalled record in market-led product innovation.
- Future growth strategy concentrating on new products and markets, demanding innovative, focused marketing.

THE POSITION

- Influential role reporting to Marketing Director. Key task to drive new product development to international and EEC specifications.
- Develop strategy to win increased market share for new and existing products, targeting Construction and related sectors.

- Raise profile of marketing department maintaining pivotal link with design, engineering and sales.

QUALIFICATIONS

- Energetic and determined technical graduate, aged 28-35, with outstanding experience of strategic marketing in blue chip company setting.
- Proven leader with excellent communication and presentation skills. Business developer with ability to exploit market opportunities. Second language an advantage.
- Creative, hands on achiever with commercial flair, maturity and bottom line empathy.

Please reply in writing, enclosing full cv.
Reference G13930
78 St Vincent St, Glasgow, G2 5UB

NS SELECTION LTD - a Norman Broadbent International associated company
GLASGOW 041 204 4334 • SLOUGH 0753 619222 • LONDON 071 493 6292 • BIRMINGHAM 021 283 4656
BRISTOL 0272 291142 • ABERDEEN 0224 638080 • MANCHESTER 0625 539953

Scotland

Excellent salary

Telecommunications Networks

Systems Design Manager

A unique opportunity with a new service provider

This major new Telecommunications Operator will provide a full range of new and innovative UK wide Public Telecommunications Services. Implementing the latest synchronous network systems, they intend to fully exploit the emerging broadband technologies to provide their customers with world-class products and services.

Operating at a senior level, you will be responsible for specifying and designing a leading edge telecommunications network, in line with the company's business objectives. Particular emphasis will be placed on Trunk and Local Access utilising synchronous technology.

The role calls for an individual with at least ten years' post graduate experience in either digital

switching or transmission systems, ideally in network design. Knowledge of SDH/SONET is essential. You will also need strong negotiation and management skills to interface effectively with internal groups, customers and suppliers, and above all, thrive in a high pressure environment.

The salary and benefits package reflect the importance of the position and include a company car and relocation where appropriate.

This is a unique opportunity to make a real impact on the future of telecommunications.

To apply, please send or fax your CV to Goodman Graham & Associates, advising consultants, at the address below, quoting reference 5200.

GOODMAN GRAHAM
AND ASSOCIATES

3 Beaumont Gate, Shenley Hill, Radlett, Herts WD7 7AR.
Telephone: 0923 855515. Fax: 0923 854791

"...such stuff as dreams
are made on"

SUPPLY DEVELOPMENT MANAGER

Edinburgh

c.£42,000 + car + excellent benefits

We all have dreams, yet few of us possess the ability or the determination to make dreams a reality. You are one of the few.

As a senior manager, with a formal qualification in purchasing and supply, along with extensive experience within an FMCG environment, you have already demonstrated your capacity to originate new ideas, to convince others of their value, and then to transform them into effective strategies and procedures.

An innovative quality-driven organisation - one of the most successful spirits companies in the world - we are currently aiming for World Class Manufacturing status. To accelerate quality improvements in all aspects of purchasing and supply we plan to introduce a unique Supplier Award Scheme, which will recognise and reward high standards of service from our suppliers. The scheme is, at present, little more than a dream. We need you to make it a reality.

Your professional experience and commercial awareness will be essential. Your personal authority, vision, drive and tenacity are vital. This role will break new ground within our industry and have major impact at every level of our business.

Based in the beautiful city of Edinburgh, you will enjoy an excellent salary, car and the benefits you would expect from an international company.

To apply please write with a full cv to Dian Gorrie, Management Development Manager, United Distillers, 33 Ellersly Road, Edinburgh EH12 6JW.

UNITED
DISTILLERS

CUSTOMER SERVICES
MANAGER

■ This c£40m British subsidiary of one of the largest and most innovative international corporations in its field is seeking an experienced Customer Services Manager.

■ Already well-known for its high levels of customer service, the company wishes to further enhance its reputation and business by investing in the latest technology to facilitate order-taking, problem-solving, information needs and technical assistance. Direct marketing will be added at a later date. The successful candidate will spearhead the project and manage the new function as it develops.

■ Probably degree-qualified, you must have had at least five years' experience of customer services in a sophisticated, progressive and sales-led company or service organisation. You must have a good understanding of leading edge computer/telecommunications technology and will ideally have been involved in direct marketing. You must have been effective in recruiting, developing and managing staff and participating in a management team. You must be pro-active, an excellent communicator, with sound business acumen and be capable of strategic thinking whilst managing the day-to-day operations.

■ The company offers a generous remuneration package, a stimulating and professional working environment and scope for career development, both in the UK and overseas.

■ Please send your CV quoting current salary and ref: 3787 to Rose Monro, Theaker Monro & Newman, Regency Court, 62-66 Deansgate, Manchester, M3 2EN.

A founder member of **INTERSEARCH**
BIRMINGHAM 021 355 8888 • CHESTER 0244 314800
GLASGOW 041 427 8884 • LEEDS 0532 480128
LONDON 081 863 8001 • MANCHESTER 061 932 0033
Europe, N. America, Asia

North West

To £35,000

Bonus, Car

**THEAKER
MONRO
NEWMAN**

RECRUITMENT & PERSONNEL
CONSULTANTS

ENGINEERS
& SPECIALISTS.BECOME AN
OFFSHORE INSPECTOR.

ABERDEEN c. £35,000

The Offshore Safety Division of the Health and Safety Executive plays a vital role in safeguarding the lives of workers in the oil and gas industry. Already a work programme is planned through to the 21st century.

To join this select group of engineers and specialists as an Offshore Inspector takes more than just qualifications. It takes a particular set of intrinsic skills.

The ability to rise to a challenge and make instant decisions. The responsibility to take control and pursue follow-up actions. The confidence to communicate with everyone clearly and authoritatively at all levels.

These are essential qualities for a position that is as demanding as it is rewarding. A role that covers everything from reviewing and auditing safety cases, to enforcing regulations.

If you have always considered your qualities to be as important as your qualifications, you could be exactly the kind of engineer we're looking for.

ARE YOU
THE VALUABLE RESOURCE?
WE'RE LOOKING FOR?

Operations Inspectors work as members of multi-disciplinary teams. People in these teams specialise in one of a range of subjects including pipelines, well operations, drilling, process systems, operations, control and instrumentation, mechanical/electrical/chemical engineering, construction, and diving.

OUR QUALIFICATIONS

If you possess a relevant corporate membership or degree and/or have several years experience in a responsible position in industry on or offshore, we can help you to develop your career in a new direction with comprehensive training which reflects the importance of these positions.

REWARDS AND LOCATION

We offer a remuneration package which is the equal of many in the industry with excellent opportunities for advancement in this growing Division.

Posts are currently available in Aberdeen; there might be limited prospects of posts at other OSD locations, in London (possibly relocating to E. Anglia) or Merseyside.

Exceptionally, some short-term appointments may be considered. Relocation assistance may be available.

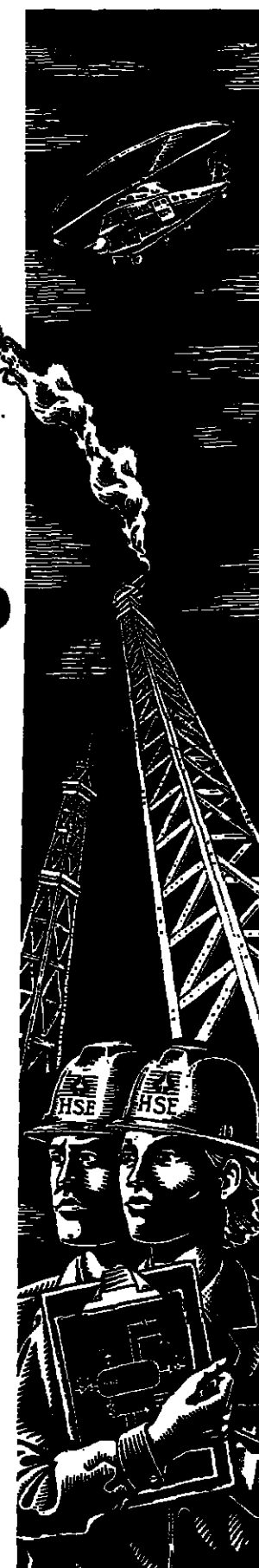
HOW TO APPLY

For further details and an application form (ideally to be returned by 28th October 1992) write to Recruitment and Assessment Services, Alencon Link, Basingstoke, Hants RG21 1JB, telephone Basingstoke (0256) 488551 (answering service operates outside office hours), or fax 0256 846374.

Please quote ref: B/976/93/ST.



The Health and Safety Executive is an equal opportunities employer and is firmly committed to equal opportunities policies. All suitably qualified applicants will be considered on the basis of merit irrespective of gender, ethnic origin, marital status, religious belief, sexual orientation or disability. Applications are particularly welcome from women and people from ethnic minorities as they are currently under-represented in this area of work.



Braxton
Associates

STRATEGY CONSULTANTS
FINANCIAL SERVICES

Braxton Associates is a leading international strategy consulting firm, operating within Deloitte Touche Tohmatsu International, one of the world's largest professional service firms. We are looking for outstanding consultants to help build our rapidly growing Financial Services practice in Europe.

Ideal candidates will be aged between 27 and 32 with at least 3 years experience in Financial Services, gained in either retail banking or insurance, or through consulting to financial institutions. You must have an excellent academic and professional record and proven analytical capability. A first degree from a major European university is a pre-requisite, with at least an upper second, or equivalent grade. An MBA from a leading Business School and additional European languages are both desirable. The ability to work with all levels of management to achieve change is essential.

We can offer you an outstanding opportunity to contribute directly to the growth of our existing client relationships and to our new business development, and to benefit both personally and professionally. We have a strong commitment to professional development, leading to internal promotion.

Our package comprises a competitive salary plus bonus and excellent benefits. Based in London, there are also opportunities for travel, mainly within Europe. If you would like to apply, please send your resumé and covering letter to: Ingrid Firminier, Recruitment Coordinator, Braxton Associates, 90 Long Acre, London WC2E 9RA (Tel. 071 334 0088).

Boston London Los Angeles Paris Munich Melbourne Tokyo

071-481 4481

EXECUTIVE OPPORTUNITIES

071-782 7826

Excellent Salary + Car + Benefits

Product Management

Worldwide Value Added Network Services

Few organisations have the necessary resources to match the increasing demand for Global Communication Services. With offices throughout the world and a global network carrying 30 billion messages annually, SITA can justifiably claim to be one such organisation, supplying DP and telecommunications services to the world's air transport communities.

SITA (Société Internationale de Télécommunications Aéronautiques) is truly international and we are expanding our product portfolio to grow the core vertical markets for our services. Investment in several key areas, including product management, is instrumental to the continuing success and growth of SITA.

SITA operates a worldwide X.25 network and Managed Data Network services are essential for SITA to maintain and enhance our leading position in the world. The future competition demands strong marketing professionalism in open systems networking. You will be responsible for this.

Product Line Manager £35k-£40k

Reporting to the Director, Product Marketing, the Product Line Manager is responsible for overall product line planning, development and management. New product development is a key function of this position.

PROFILE • Aged 30-35 years • 3-5 years' product management experience gained from a Value Added X.25 network operator or manufacturer • Strong planning, organisational and execution skills • A technical first Degree preferably in an Engineering discipline • An MBA is an asset • French or German language skills.

POSITION:

VALUE ADDED NETWORKS • Large proprietary protocol network migration • X.25/SNA product development and expansion • Major global growth area • Man management skills • Pricing and competitive strategies.

Ref PLM/ME5.

For further details please send your CV, quoting the appropriate reference number, to: Mr. D. Hector, SITA, Scitor House, Vanwall Business Park, Norden Road, Maidenhead, Berkshire SL6 7UN.

Product Managers £30k-£35k

Reporting to the Product Line Manager, the Product Manager is responsible for the management of key products, with product development a priority.

PROFILE • Aged 28-32 years • 2-4 years' product management, support, or marketing experience for a Value Added X.25 network operator • Strong planning, organisational and execution skills • A technical first Degree preferably in an Engineering discipline • An MBA is an added asset • French or German language skills.

POSITIONS:

X.25 • Packet Network development & roll-out • Migration from proprietary network • Major global growth area • Pricing and competitive strategies.

SNA • SNA services network development and roll out • Major global growth area • Pricing and competitive strategies.

Ref PLM/ME6.

SITA

Outstanding opportunity for a seasoned manufacturing professional to earn personal growth and success as a

PRODUCTION DIRECTOR

Biological Products

to £50,000 + Car

Reporting to the Chief Executive in one of the largest businesses of its kind in Europe, you will manage a major plant (turnover exceeds £40 million) making life-saving products and diagnostic re-agents.

Probably 40 to 55, a graduate, possibly with DMS or MBA, with a hands-on, profit-driven approach, you will find stimulation and professional challenge in this high profile company's developing performance based environment. In return, your management colleagues and staff will expect you to have:

- professional ability and poise, gained in similar GMP environments: hospital supplies, pharmaceuticals, food etc.
- an effective leadership style: open, practical, innovative, objective-orientated and financially-aware.
- an appetite for, and a progressive ability in the management of change.

Based on a fully-fledged Research-to-Marketing site - convenient for London and the Northern Home Counties. Relocation help if you need it. Write now with succinct, comprehensive letter/CV, or telephone Roger Stephens who is advising. Ref. 9273.

Roger Stephens
& Associates

3 Park Street, Old Hatfield, Herts AL9 5AT
Telephone: 0707 275361 Fax: 0707 271366

COLT GROUP
PRODUCTION DIRECTOR

The COLT GROUP is the European leader in heating and ventilation and fire protection. The Group operates through wholly owned subsidiary companies in six European countries. Manufacturing is undertaken at Havant in the U.K., Germany and Holland. It is privately owned and has 1100 employees. In 1990/91 turnover was £87 million.

It is a market led company with a sound financial base from which to exploit opportunities for profit improvement and growth. It is the only company in its field with a strong enough presence in Europe to be able to concentrate on a Pan European basis. To capitalise on the single European Market, Colt is now planning to develop as a transnational European group rather than a series of separate autonomous units covering individual countries.

The Group Production Director, which is a new appointment, will join a small team of executives at Group level. Reporting to the Group Managing Director, the person appointed will have the task of critically analysing the existing Production operations and, taking into account overall Group requirements, formulating and implementing a Group Production strategy.

Only executives who have been directly involved in a comparable production strategy on an international scale can be considered for this position.

Remuneration will be commensurate with the position and will include a profit related bonus.

Applications are invited from Production Executives in the age range 38-50 who, in addition to the experience set out above can show:

- Positive achievement in their career to date;
- A minimum of five years senior production management experience;
- Exposure to a range of modern production techniques;
- A thorough understanding of Product Costing;
- The capability to analyse a production situation within the broader corporate context.

Please send application and C.V. in confidence to Christopher Brooks, Morison Stoneham Management Consultants Ltd., 805 Salisbury House, 31 Finsbury Circus, London EC2M 5SQ.

Morison Stoneham

MERSEYSIDE
TEC
KNOWSLEY • LIVERPOOL • SEFTON

DIRECTOR OF OPERATIONS
DIRECTOR OF DEVELOPMENT

Negotiable c.£35,000 including Car and Benefits

MERSEYSIDE TEC is one of the largest TEC's in the country with an annual budget of £50m, being part of the national strategy to develop businesses and the skills of the workforce.

The aim is to focus public and private investment to meet the needs of local businesses, individuals and the community to stimulate the economic development of Merseyside.

As a result of an organisational review, a new team of six Directors is being created to enhance strategic leadership and an innovative approach to the TEC's responsibilities in education, enterprise and training.

The DIRECTOR OF OPERATIONS will contribute to the strategic development and will be responsible for the procurement of training and business development services from a wide range of public and private suppliers, working in partnership to develop a quality training supplier network meeting the needs of individuals and employers will be paramount. Ref: PSD031/ST.

The DIRECTOR OF DEVELOPMENT (Enterprise and Adults) will be responsible for strategy and product development for services to businesses and the adult workforce. Managing relationships with individual companies and a wide variety of strategic partners will be critical as will stimulating employer involvement and investment in training. The national standard "Investors in People" will be a key feature of the TEC's strategy. Ref: PSD032/ST.

If you have a strong commitment to education, training and enterprise aspects of economic development and can make a contribution to strategic and business planning, please send your CV, by Friday 9th October 1992, to: JOHN HARRIS, quoting the appropriate reference number, at Daniels Bates Partnership Ltd., Joseph's Well, Hanover Walk, Park Lane, Leeds LS3 1AB - (0532) 461671.

Daniels
Bates
Partnership
PROFESSIONAL RECRUITMENT

Merseyside TEC - striving to be
an equal opportunities employer.

Buscamos jóvenes titulados universitarios, atraídos por la gerencia comercial, con dominio del español y otra lengua comunitaria, y que estén dispuestos a viajar y cambiar de residencia.

PREVISA, grupo asegurador en constante proceso de expansión, te ofrece la posibilidad de incorporarte al

PROGRAMA DE FORMACION
DE DIRECTIVOS COMERCIALES 92/93
PARA TITULADOS UNIVERSITARIOS

Tras los correspondientes períodos de formación inicial y prácticas en las oficinas centrales del Grupo en Madrid y Zaragoza, los seleccionados pasarán a ocupar puestos de responsabilidad en nuestras direcciones de zona y de sucursal.

Si verdaderamente te interesa tu desarrollo profesional, envíanos por correo tu solicitud en español, acompañada de historial personal y fotografía reciente, al APARTADO DE CORREOS 50.355,

28080 MADRID (ESPAÑA), antes del próximo día 16 de octubre, indicando en el sobre Referencia PROGRAMA FORMACION DIRECTIVOS.



GRUPO PREVISA

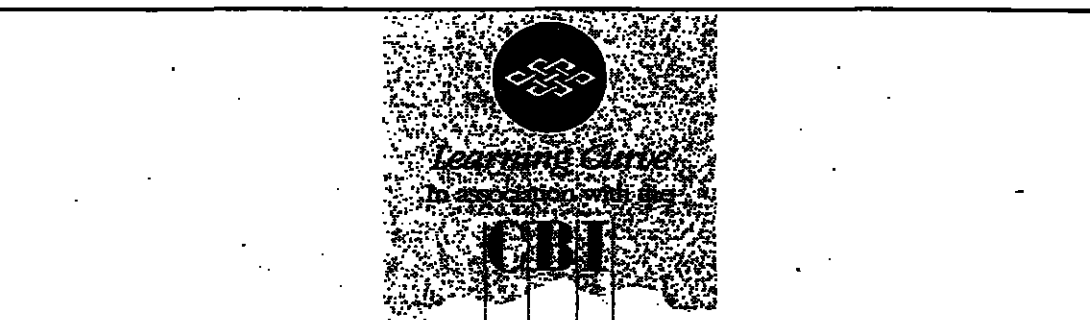
DIRECTORS

Europe's leading outplacement and career management consultancy. InterExec has over 15 years' experience of managing career change for senior executives and many of Britain's largest companies.

By accessing over 6,000 unadvertised vacancies a year, mostly at £40-150,000 p.a. InterExec provides clients with vital market intelligence AND its subsidiary, InterMex, makes recommendations from its candidate bank without charge.

For further information call Keith Mitchell on 071-930 5041.

INTEREXEC PLC Landseer House, 19 Charing Cross Road, London WC2H 0ES.



The 1992 National Conference of Corporate & Professional Recruiters - London, October 8th

Vital information, hard facts and practical advice about the role and future development of the UK Recruitment Industry

...just a few of the top quality organisations that have already confirmed attendance at this major business event...

- | | | |
|------------------------------------|----------------------------------|----------------------------|
| ...British Airways plc | ...BNFL Enterprise Ltd | ...PA Consulting Group |
| ...Michael Page Group plc | ...Price Waterhouse | ...Computer People Ltd |
| ...IBM UK Ltd | ...KPMG Management Consulting | ...Manpower plc |
| ...Goodman Graham & Associates Ltd | ...BDO Consulting | ...British Telecom plc |
| ...Hays Personnel Services Ltd | ...Blue Arrow Personnel Services | ...Shell International |
| ...Coopers & Lybrand | ...Saudi Arabian Oil Co. | ...Stoy Hayward Consulting |
| ...Executive Resourcing | ...Robert Half & Accountemps | ...Angela Mortimer plc |

...98% of all bookings are at senior board level or senior partner level...

...With expert recruitment industry and business management speakers from both the UK and the USA and delegates of this quality, you cannot afford not to be there...

The conference will be held at the CBI, 100 Abchurch Lane, London EC4N 3DF. For credit card bookings and a full conference agenda, please contact Sandra Aldred, Conference Administrator, CBI Conferences at the above address. Tel: 071 277 7400 Fax: 071 497 3646

THE TIMES Official Media Partners THE SUNDAY TIMES

071-481 4481

EXECUTIVE OPPORTUNITIES

071-782 7826

Regional General Manager

Around £45,000,
Bonus, Car & Benefits

Worthing



NRA

The National Rivers Authority is the strongest environmental protection agency in Europe, improving all aspects of the water environment in England and Wales. The Southern Region, serving some 4.5m people, has over 2700 km of main river.

The Regional General Manager, reporting to the Operations Director in Bristol, has one of the most senior positions in the Authority, being responsible for the general management of the region with a team of over 700 staff. The role will focus upon the management of change, particularly in view of the impending creation of a national environment agency and other legislative changes. The planning, management, motivation, and control of the team all require an experienced executive with drive and foresight.

The successful candidate will have a first class track record (probably in general management) in a well-run, substantial organisation. With a degree and appropriate professional qualifications, you must be able to manage effectively in the public sphere, and have a special flair for communications both internal and with the public and other organisations.

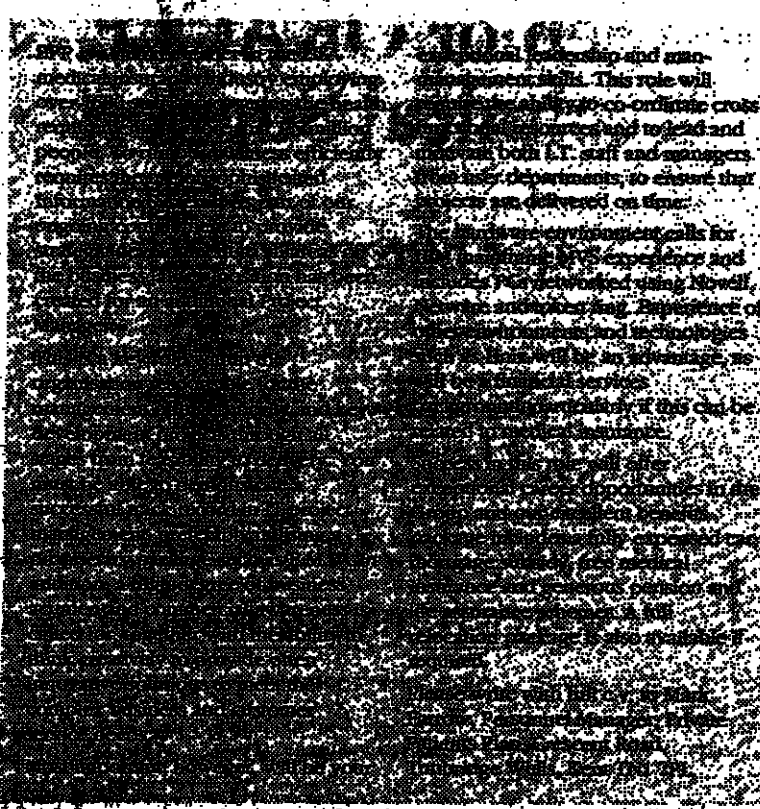
In return you will receive a good level of remuneration, have a high visibility management role and make a strategic contribution to the protection and improvement of the water environment in the Southern Region.

Candidates should send a comprehensive CV or telephone for an application form to Howgate Sable and Partners, Arkwright House, Parsonage Gardens, Manchester M3 2LF. Tel: 061-839 2000 quoting reference (S.T.726E).

NRA is an Equal Opportunities Employer.

Howgate Sable

EXECUTIVE SEARCH AND SELECTION

PROJECT MANAGER
for business systems developmentc. £34,000
+ company car
+ mort. subsidy + benefits
Tunbridge Wells

LIVERPOOL

c. £45,000 + CAR

Engineering Director

Merseybus Transport Limited (MTL), operating as Merseybus, is the largest provider of bus services in the region. It operates some 1,100 buses, employs 2,600 staff and generates turnover in excess of £50m.

The deregulation of the bus industry and the reduction in public subsidies resulted in a difficult trading climate for several years. Recent restructuring and streamlining has resulted in MTL emerging as a viable operation with exciting prospects. The process of taking the company into private ownership is well advanced, and the Government has confirmed its commitment to this course of action.

As Engineering Director, you will be responsible to the Managing Director for a workforce of some 500 personnel engaged in fleet maintenance and vehicle refurbishment. Your initial task will be to identify and implement the changes in organisation and methods necessary to ensure the business remains pre-eminent in its market. You will be a key player in a new and forward-looking management team and can expect wide commercial involvement in the business during a period of considerable change. In

particular, the engineering workshops and facilities are increasingly providing services to third party customers. Ideally in the age range 35-45 and possessing a relevant engineering qualification, you will have managed an engineering function in a transport-related or industrial environment. Your ability to contribute to the strategic level will need to be backed by a "hands-on" style in this very visible role, which requires a proven leader with a successful track record in team building and motivation.

Please send full personal and career details, including current remuneration level and daytime telephone number, in confidence to Peter Jones, Cooper & Lybrand Executive Recruiting Ltd, Abacus Court, 6 Minshull Street, Manchester, M1 3ED, quoting reference P240 on both envelope and letter.

Cooper & Lybrand

HEAD OF PROPOSALS MANAGEMENT

At Westland Helicopters brilliant solutions come in all forms. When it comes to producing complex, competitive bid documents, the intricacies of our solutions should not be left to speak for themselves. That's why at Westland, Proposals Management is a key element in our strategy for the future.

Managing proposal preparation and production to maximise Westland's win potential, you must collate and edit diverse factual information, developing cohesion and strong selling messages in our proposal documents.

To highlight the importance of your field, and educate others, you will organise and drive a training programme vital to our competitiveness.

Very demanding, high profile, and an excellent

career step, this role will draw on a wide span of strengths. Your proven programme management skills must be combined with a maturity and presence that give you credibility. Your ability to work under pressure with conflicting demands must be beyond question.

A natural self-disciplined planner, your career to date could be in engineering or technical sales and marketing, and will include an understanding of marketing capital equipment. Of equal importance is your desire to pioneer a completely new direction.

To apply, send a detailed CV to David Giles, Personnel Department, Westland Helicopters Ltd, Box 98, Yeovil, Somerset BA20 2YB. For an application form telephone (0885) 704250.



A member of Westland Group plc

HEAD OF COMPUTING PROJECTS

London
c.£50,000 + car
+ banking benefits

An outstanding and committed project manager, to whom Quality is a way of life, is needed to manage new development and maintenance projects for this blue-chip merchant bank. Reporting to the Head of Management Services, you will monitor projects to ensure their completion within budget and time constraints, introduce appropriate quality policies and procedures, and liaise directly with users to identify future systems requirements.

An energetic and highly persuasive senior team player who can contribute to the role of computing in the bank, you will, ideally, be currently working within either a securities, investment management or another financial services sector, or possibly with an

information provider or in IT consultancy - where your knowledge of the securities market is of major importance.

You must certainly have a demonstrable track record of implementing IS solutions and of harnessing your strong planning and project management abilities to pull together internal and external resources. Your business awareness and highly developed interpersonal and communication skills enable you to liaise effectively with professional and non-professional colleagues alike to promote the use of technology to achieve business advantage.

If you also possess a good technical knowledge of hardware, software, systems and telecommunications and are able to contribute to the overall activities of the bank, please send your CV to Stephanie Twigg, Ref: 5648/CST/ST, PA Consulting Group, 123 Buckingham Palace Road, London SW1W 9SR.

PA Consulting Group

Creating Business Advantage

Executive Recruitment - Human Resource Consultancy - Advertising and Communications

INFORMATION SYSTEMS DEVELOPMENT

BUSINESS ANALYSIS & DATA MANAGEMENT

IN AN INCREASINGLY DEMANDING GLOBAL FINANCIAL MARKETPLACE

LIFFE, the London International Financial Futures Exchange, is Europe's leading futures and options exchange - and the third largest in the world.

Information technology is of critical importance to LIFFE's ability to maintain its position as a centre of international finance committed to serving the ever changing and increasingly more demanding needs of the world's financial community.

To continue to expand and exploit future business opportunities, LIFFE is expanding the systems development function. This has led to the creation of two new senior appointments within a hardworking, technically motivated team operating in a demanding and stimulating environment.

Manager Business Analysis
c.£45,000 + car

Your prime task is to establish the function, ensuring that future system developments reflect the business needs accurately. Liaising closely with key users and IT management, you will define and document system requirements and, following development and test, ensure user acceptance and implementation.

Your proven track record of managing while personally undertaking the day-to-day tasks of a business analysis function is based on your professional approach and strong technical

background, covering VAX/VMS, Unix and relational databases. CASE technology experience is desirable.

Reply to Stephanie Twigg, Ref: 5727/CST/ST.

Head of Data Administration
c.£40,000 + car

Liaising with the business analysis and systems development teams, your objective is to develop a data architecture to maximise storage, retrieval and manipulation of data and to provide required management information to meet changing business needs.

Your proven experience in developing and maintaining a sophisticated database has afforded you an in-depth knowledge of the relevant technology including SQL, the latest developments in data management methods, and a familiarity with the operational aspects of data storage and retrieval to optimise response time.

Reply to Lynne O'Neill, Ref: 5728/LO/NST.

To apply for these City-based appointments, please send your CV to the appropriate consultant at PA Consulting Group, 123 Buckingham Palace Road, London SW1W 9SR. Fax: 071-333 5050.

LIFFE

The London International Financial
Futures and Options Exchange

PA Consulting Group

Creating Business Advantage

Executive Recruitment - Human Resource Consultancy - Advertising and Communications

SALES & MARKETING DIRECTOR

Hertfordshire
c.£32,000 + substantial bonus
+ car

Viking Johnson, one of the world's leading suppliers of pipe couplings, fittings and special fabrications for water and gas pipelines, is a highly successful £25m-turnover subsidiary of the £115m Victaulic plc which has operations in the Netherlands, Germany and Italy.

You will be responsible to the Director & General Manager for developing the profitable sale of current and new products in existing and new markets in the UK, Continental Europe and overseas, and for contributing to the general management of the business. Preparing and implementing a three-year marketing plan and an annual sales plan, monitoring market developments, distributor, agent and competitor activities, directing advertising, sales promotion and PR programmes, and developing

pricing policies using a sophisticated computer system, will be key tasks.

Aged 35-45, educated to degree standard and computer literate, you must have 10+ years' experience in industrial sales and marketing, preferably in mechanical engineering. Strong candidates with senior sales/marketing experience in other industries will also be considered. Experience of selling directly to end-users and through distributors and agents in home and export markets is important; fluency in a second European language would be a distinct advantage.

A comprehensive benefits package includes relocation assistance where appropriate.

If you are looking for an innovative company which is far-sighted in product development and market trends, please send a full CV, indicating current salary, to John Patrick, Ref: 5729/JP/ST, PA Consulting Group, 123 Buckingham Palace Road, London SW1W 9SR.

PA Consulting Group

Creating Business Advantage

Executive Recruitment - Human Resource Consultancy - Advertising and Communications

Applications Marketing

TO £32,000 + NEW GTI
More Computers are the UK's leading reseller of Sun UNIX desktop workstations and servers. We also sell PC systems by IBM & Compaq. More specialists in business oriented software packages, systems integration, office automation. We need a Sun SW16 Head Office a senior executive (graduate 25-35) with dual skills, i.e. both technical and marketing. Also required: detailed knowledge of current applications and systems. Please phone me, Nick Reed, at 083-878 0464

MORSE

There IS a job out there for you.

That's where we come in. We know a lot about recessions. We're a group of specialist career management consultants who have been providing personally tailored programmes to senior executives for over 40 years. We've helped through times good and bad and have learned that good people are always hard to come by - no matter what the economic climate. Understanding that fact is the first step to achieving success. The unadvertised job market continues rich with opportunity. If you want to 'tap

in' and find that job, we'll help by guiding you in the right direction. We're experts. Call now for an appointment without obligation, or send your CV (24 hour answerphone in all offices).

We abide by the IFM Code of Conduct
LONDON 071 586 6771 • CHICHESTER 0246 651730
WEST BROMWICH 0202 69000 • LEICESTER 0532 426111
MANCHESTER 061 226 0000 • YORKSHIRE 0532 426112
GLASGOW 041 232 1802 • BIRMINGHAM 021 482 6800

CHUSID LANDER
35/37 Farring Street, London W1P 5NE

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

PUBLIC RELATIONS MANAGER

To establish and implement a company PR strategy, sharpening the focus on its mission for the nineties



At least £30,000, car + excellent benefits

Burton-on-Trent

In recent years, Bass Brewers, the beer division of Bass PLC, has seen enormous changes in its market place. A Director of Communications is being appointed to lead a newly structured strategic activity, which will focus on the company's mission for the nineties - to consolidate and extend its pre-eminent position in the UK beer market, based on great brands and best service. The Public Relations Manager will be a vital member of that team, working for the Director of Communications and with Bass PLC, focussing on particular elements of the mission statement. The essence of the job will be to develop and implement a plan for PR activity nationally, in line with established strategy; this will involve working closely with Communications Managers in the regions to establish the best possible relations with opinion formers and the media and to provide effective crisis management. In this central position, the appointee will need to work very closely with senior management and will be afforded every opportunity to do so; we are looking for a PR professional with the personal strengths to be both credible and effective when offered such access. Ideally candidates will be graduates, but the brain is far more important than the qualification; their PR track record will demonstrate communication skills, commercial orientation, proven experience in establishing and maintaining good working relations with the media, and a mix of intellect and pragmatism. Please send full career details, quoting reference WE 2095, to Terry Ward, Ward Executive Limited, 4-6 George Street, Richmond-upon-Thames, Surrey TW9 1JY.

WARD EXECUTIVE

LIMITED

Executive Search & Selection

RESOURCING AND DEVELOPMENT MANAGER

To provide a training, development and resourcing service while contributing to the broader issues of HR strategy



At least £30,000, car + excellent benefits

Burton-on-Trent

The Bass Brewers' culture is change sensitive, entrepreneurial and customer oriented, and the HR function recognises its responsibility to drive and support all elements of that culture: the Resourcing and Development Manager has a vital role to play in ensuring that the function meets its responsibilities. Line management needs and expects a high calibre, commercially oriented HR service: leading a team of three Training Managers, you must provide it. The role involves working with managers to identify training needs, preparing and implementing training plans, ensuring managers have the skills to develop their staff, and providing a recruitment service for middle management positions - all with current and future business plans in mind. Equally importantly, as a key member of the Director of HR's team, you must contribute to the identification of best HR practice and to ensuring its spread throughout Bass Brewers. This is a high profile role, demanding the professional strength, intellect, inter-personal skill and presence to be comfortable and totally credible at all levels. Candidates, graduates and full members of the IPM or ITD, must have around ten years' post qualification experience: some time in line management would be valuable, but professional HR experience is essential. We will be looking for technical strengths (including psychometric assessment), a commercial orientation and an informed and innovative approach to HR issues at a national level. Please send full career details, quoting reference WE 2096, to Terry Ward, Ward Executive Limited, 4-6 George Street, Richmond-upon-Thames, Surrey TW9 1JY.

WARD EXECUTIVE

LIMITED

Executive Search & Selection



Recent Graduates...

...have you considered a career in PC sales?

ECS is Europe's largest independent computer services group, with a turnover exceeding £1 billion. With sales offices throughout Europe and in Japan and with the backing of a major international bank - Société Générale - ECS' business and financial pedigree is unrivalled. The company offers its customers a total solution based on consultancy, hardware management, logistics and financing in an IBM environment, together with a commitment to building long-term customer relationships.

As part of our planned growth and to meet the needs of the market we are now expanding our UK micro-computer sales force.

You are likely to be 22-26 and a graduate, ideally but not necessarily in a high technology related discipline. You may have just graduated this year and have set your sights on the challenges of a sales career, or alternatively you may have graduated one or two years ago and now have relevant sales experience. In any case you will have a high achievement record, good interpersonal skills and sound analytical ability together with boundless energy and enthusiasm. You will also live, or be prepared to live, within commuting distance of Richmond-on-Thames or Birmingham.

We provide, as you would expect in a major international group, an extensive and thorough training programme, and outstanding opportunities to develop your career.

We offer a highly competitive total compensation package including base salary plus performance-related incentive payments.

Please write in the first instance, enclosing a handwritten letter outlining why you believe you would be successful in a sales environment together with a CV giving details of your education, work experience, interests, hobbies and achievements, to:

Tony Field, Sales and Marketing Director
ECS International UK Ltd
18/24 Paradise Road
Richmond-on-Thames, Surrey TW9 1SE

OPERATIONS DIRECTOR

Food Retailing

A well known name, our client has a record of increasing profitability and rising standards despite the recession. It is continually enhancing its trading profile, with plans for its expansion to continue.

The company is seeking an Operations Director to lead the company through an exciting new phase of its development. The role is critical, with wide influence at board level on other issues as well as high volume trading.

The successful candidate must have senior food experience in a major retail multiple. Personal integrity, drive and interpersonal skills will complement strategic vision and proven trading success. The capacity to get the best out of people will follow from an enthusiastic outlook, reflecting the exciting opportunity to implement change as the company develops.

The rewards are a substantial salary, an executive car and a results-orientated bonus, together with relocation expenses where appropriate. The company's dynamism gives an exciting edge to this rare opportunity which will challenge a talented and ambitious individual.

Suitable candidates should, in the first instance, write for further details to Paul Jago at our Reading office at the address below.

Paul Jago Associates

Advisers in Human Resources & Executive Selection

20 Brun Square, Clarendon Road, Reading RG1 1JY. Tel: 0734 509512
20 Queens Victoria St., Reading RG1 1JY. Tel: 0734 509517

COULD YOUR YEARS OF SENIOR MANAGEMENT EXPERIENCE PROVIDE A CAREER AS A PROFESSIONAL BUSINESS ADVISER

If they could, and you also have:

- The background to function at boardroom level.
- A high level of skill and expertise to offer.
- The ability to communicate clearly & effectively.
- A commitment to consultancy as a true vocation.
- The desire to promote your skills commercially.
- A willingness to meet sensible shared costs.

Then, as a leading independent body in the field, we and many decision makers need to hear from you and learn how you can help British Business.

Initial selection prior to interview will be via a detailed written submission which should be sent to:

THE CHIEF EXECUTIVE
BRITISH ENTERPRISE BOARD
HIGH STREET
SUNNINGDALE
BERKSHIRE SL5 0NG

No Telephone Calls Please.

CHIEF EXECUTIVE LONDON

with considerable Travelling
£37,500 + benefits

HF Holidays Limited is a specialist non-profit seeking Organisation incorporated under the Industrial and Provident Societies Acts, which for over 80 years has specialised in providing walking and special interest holidays in the UK and abroad. The turnover is £3 million, it owns 17 properties and relies on commercial success to fund improvements and expansion.

A Chief Executive is required to run the day to day business as head of an executive team which is already in place, and reporting to the non executive governing committee. Business management experience and a real interest in walking and other leisure interests are essential for this appointment. Experience in marketing, property management, and property acquisition, would be of considerable advantage. It is required that any successful applicant would be able to take up the post without undue delay.

Applications in the first instance to be in writing to:-
The Chairman of General Committee,
HF HOLIDAYS LIMITED,
Imperial House, Edgware Road, Colindale, London NW9 5AL.
(Marking the envelope CONFIDENTIAL - REF DAG/T)
from whom further details can be obtained.

Senior ORACLE & UNIX Technical Support Specialists

Required for

A Major European System Development

The Location: London
The Environment: UNIX, ORACLE V6, PYRAMID, Client/Server, Networking.
The Opportunities: To join a major system development with a European dimension at the very beginning of the project cycle.

UNIX TECHNICAL SUPPORT : to £35K + Benefits

Our client is seeking a UNIX specialist who is capable of contributing both at a practical and strategic level. This is an outstanding opportunity for an individual who is keen to retain technical sharpness but is also able to contribute on a higher plain. The successful candidate will be able to work at Kernel level and write Shell Scripts, but will also help initiate

and formulate strategy for the company's UNIX and Networking plans. Key tasks will be to develop the UNIX infrastructure across several European countries and at a detailed level address performance, tuning and capacity planning issues. We need a commercially aware UNIX expert who will make things happen.

ORACLE TECHNICAL SUPPORT : to £35K + Benefits

This role is for a versatile technical support specialist with substantial experience in ORACLE systems, knowledge of Case Tools and Client Server Architecture. The successful candidate will be working with the application support group,

and will be concentrating on the ORACLE interface to UNIX and the European network (TCP/IP, X25 and Ethernet). Once again we need an aware and articulate person who will make a real contribution at both the detailed and strategic levels.

These appointments offer first class opportunities to get involved in a development that will be at the forefront of open systems technology. Candidates must have that rare combination of technical and strategic insight coupled with business awareness and an ability to communicate at all

levels of the organisation. If you are interested please write to Kudos or speak to Ken Moore on 0483 747227.

Kudos, Unit 8, Westminster Court,
Hippley Street, Woking, Surrey GU24 9LQ.
Fax (0483) 747337

GROUP INFORMATION TECHNOLOGY MANAGER

RURAL EAST MIDLANDS

Wilson Bowden plc is the parent company of David Wilson Homes, one of the UK's leading housebuilders; and Wilson Bowden Properties, a significant property developer. The group has a considerable record of achievement despite the present recession and an enviable reputation for its high quality products.

We are seeking to appoint an Information Technology Manager to take overall responsibility for a small technically competent team at our Head Office where centralised systems are well established and serve six other locations. As the Head of Information Technology, you will report to a Group Board Director, and will work closely with senior line management in both the operational and systems development areas.

The Company has an entrepreneurial environment, and you will therefore have

demonstrated success in a pro-active role and have well developed managerial and technical skills. The hardware is AS/400 based, and experience of this equipment is preferred whilst knowledge of the Construction Industry would also be advantageous.

Career prospects are excellent and the remuneration package will not be a limiting factor for this appointment which will include an attractive salary, car and other benefits associated with a progressive employer.

Please write in the first instance, giving sufficient details to warrant an initial discussion to: Mr. D. E. Tomlinson, Group Personnel Director, Wilson Bowden plc, Wilson Bowden House, Leicester Road, Ilkeston, Leicestershire LE16 6HP.



Wilson Bowden plc

Manager Public Relations

Hong Kong base

Global responsibility

c.£40k + Expatriate benefits

Cathay Pacific, the airline of Hong Kong, is among the world's most successful and highly respected international carriers. Our declared commitment for the 90's is quite simple: to be the best airline of the decade.

This appointment heads up our Head Office Public Relations team of around 10 staff and is dedicated to providing PR support to management and departments on a global scale. Media relations, both local and international, represent a significant aspect of the role - your core brief will be to establish and maintain the airline's corporate image, and to provide positive publicity support to product marketing initiatives, predominantly through the influence of editorial comments.

You will also have responsibilities for ensuring an adequate and appropriate crisis communications strategy. You will manage the production of internal publications, and either write for, or act as, the official spokesperson.

Formal PR training and expertise with a strong bias to media relations and a thorough understanding of how the media works are essential requirements. You will therefore probably have a journalistic background but by now possess proven experience in a senior PR management role, with a major, preferably multinational, corporation or agency. You will definitely not be aged less than 40 and additional languages will be useful.

This rare opening, which will involve considerable travel, represents an appointment at the very top of the PR profession and offers a negotiable HK\$ salary, subject to low local taxation, plus bonus and a full package of expatriate benefits.

In the first instance, forward your career details in confidence, quoting reference 92127 to the consultants managing the appointment: The Managing Director, Robert Fryer Associates Limited, 618 Prince's Building, Central, Hong Kong. Fax 852 521 8657.

The Swift Group

CATHAY PACIFIC
Arrive in better shape.

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

CJA

RECRUITMENT CONSULTANTS GROUP

3 London Wall Buildings, London Wall, London EC2M 5PJ
Tel: 071-588 3588 or 071-588 3576
Telex No. 887374 Fax No. 071-256 8501

A challenging position - scope to play a key role in Group Property Management



GROUP PROPERTY MANAGER

CITY OF LONDON

£45,000-£55,000

INTERNATIONAL BANKING GROUP WITH SUBSTANTIAL U.K. INTERESTS

This vacancy calls for candidates, aged up to 45, ideally qualified either ARICS or ARIBA, who will have acquired a minimum of 10 years practical property management experience, some of which will have involved engineering management, project management of commercial premises from construction to fit-out in an organisation noted for its high standards of property management. Responsibilities will cover the establishment of Group policies and procedures in relation to the Group's owned and leased properties in the UK, administering procedures, property management and accounting facility planning, advising on purchases, sales, leasing and legislative issues, as well as the development and maintenance of information control systems. Up to 20% away travel will be necessary. Computer literacy as it relates to property information planning and outstanding negotiating skills are of key importance in this appointment. Salary negotiable £45,000-£55,000 together with a range of benefits including car, pension, life assurance, medical cover and mortgage subsidy. Applications in strict confidence under reference GPM4853/ST in writing to the Managing Director, CJA.

People & Organisation Consulting

Where exceptional performance is the rule

Every consultancy claims to offer advice. Some, like Hay, offer solutions by working in genuine partnership with clients; but at Hay, we go further by delivering the solutions, the tools and the processes to enable our clients to solve the HR and organisational issues that are so critical to long term success.

To gain this business advantage, leading companies are turning to Hay to clarify their missions and values, and ensure they have the organisation design, skills and reward strategies to support their objectives and maximise their competitive edge. Organisations turn to Hay to help improve quality and performance through the releasing of their employees' talents.

Our continued and proven success means we are looking for additional high calibre people to join us as consultants to help maintain our growth and reputation in the vanguard of organisational change throughout the 1990s.

We are particularly interested in hearing from you if you are a graduate in your late twenties to mid thirties and can demonstrate a progressive and successful career to date in a reputable organisation. Good analytical skills and a keen understanding of business and conceptual issues are essential. Experience gained in the retail, pharmaceutical or finance sector would be particularly relevant. In addition we are especially keen to meet people who can show a good track record in achieving change, either as a line manager or consultant.

If you meet the above profile, and can prove to us that you have the capability to succeed, we will provide you with exceptional opportunities to grow with us.

In the first instance please write enclosing a comprehensive CV to Rosemary Lloyd, Personnel Manager, Hay Management Consultants, 52 Grosvenor Gardens, London SW1W 0AU.

HayGroup

BIRMINGHAM, BRISTOL, DUBLIN, GLASGOW, LEEDS, LONDON, MANCHESTER, NOTTINGHAM AND WINDSOR

"Consultancy, Systems Integration & Technical Support Services"

Software Services Managers

MANCHESTER, BIRMINGHAM and shortly THE SOUTH

Package c.£45k, Car & Large Company Benefits

Outstanding opportunities exist, at a senior level, within a new IT Consultancy Services organisation. Destined to make a major impact on this sector of the IT industry they possess the strategy and resources to capture the major share of an emerging market, both within the UK and world-wide, by complementing the existing activities of this substantial and international business services group.

These are vitally important management roles that will take full responsibility for all client service delivery and business activities within a specific territory and will work closely in support of sales to exploit new business opportunities whilst ensuring that the highest standards for quality are set and continuously improved upon.

Your initial tasks will be to recruit, manage and develop a multi-disciplined team of around a dozen extremely talented consultants and systems engineers covering the large-scale IBM, DEC, Client-Server, Networking, DBMS and multi-vendor/multi-platform systems integration environment. On-going activities will see the focus on business development, revenue generation, account management and a continuous refinement of the services product mix demanded by your client base over time.

A real challenge exists in driving forward this new area of endeavour and by acting as an agent of change you will positively influence the overall business by engendering co-operation and the flow of information across all functional areas.

To be considered for one of these positions you must demonstrate proven abilities in managing professional staff to deliver their very best and by doing so to meet the business and technical needs of the largest and most sophisticated customers. This experience will have given you a thorough appreciation of the current trends affecting the use of IT and how this inter-relates to the user's business operations, organisation, resourcing needs and the vendor/supplier relationships.

Bright, articulate and career minded your personal work ethic is characterised by 'taking ownership' in pursuing objectives but this is balanced with a consultative approach to understanding customer needs, the career needs of a team and the broader needs of a multi-functional service company. It is unlikely that you have less than 10 years directly relevant experience in delivering technical services within the large IBM/DEC/OPEN SYSTEMS/DBMS or NETWORKING environments.

To gain access to these superb opportunities write to Bruce Wedderburn outlining your interest in these positions, describing your relevant skills and enclosing an original CV to the address below quoting Ref. BW811A.



Cathy Tracey & Associates Ltd.
Staverton House, 3-5 Easthamstead Road, Wokingham,
Berkshire, RG11 2EH. Tel: 0734 771100. Fax: 0734 771223

A strategic role in Personnel Management

Creating Policies for Business Success

NOTTINGHAM : c£47,500 + bonus + car

The Boots Company PLC is large, diverse and successful in retailing, manufacturing and marketing. It employs over 80,000 people. It is an ethically and socially responsible company committed to developing best personnel practice. This is seen as critical to continuing company success.

This new appointment, in the small corporate personnel team, is as Group Personnel Policy Manager, reporting to the Director of Development - Group Personnel. It has been created to ensure that corporate personnel policies provide the appropriate framework within which the business-based personnel teams can operate most effectively.

It will entail research, investigation, comparative studies, reviews of best practice, working closely with the businesses and helping to implement change. Interfacing at all levels in the Group will be necessary, including with the

main board, and with many contacts outside the Company. There are interesting future prospects.

Probably in your early to mid forties and IPM qualified, you should be a personnel generalist, with at least 15 years management experience, 5 of these at senior level. You must have worked in a large organisation with advanced personnel policies and practices. A strong background in ER/IR is essential and some consultancy experience could be an advantage. Personal characteristics must include intellectual excellence, outstanding communication skills and a pleasant yet positive personality. Achievement will be through influence rather than by dictate.

Excellent benefits include generous assistance with the cost of relocating to Nottingham.

Please write with full details to: B.G. Woodrow, MSL Group Limited, 32 Aybrook Street, London, W1M 3JL.

MSL International

CONSULTANTS IN SEARCH AND SELECTION

General Sales Manager - FMCG

Lead from the front at a time of challenging growth

N. LONDON BASE : c£45,000+bonus+car+executive package

Maintaining extremely high standards of performance in every aspect of their business is central to the success of this multi-million international Group. Currently they are aggressively increasing their share of one of the largest fmec markets in the UK through substantial above and below the line support to a superb portfolio of brands.

Commercially and professionally mature, with proven strong leadership and management ability, you will have spent at least two years at General Sales Management/Sales Director level in a leading fmec environment. It is most likely that you will be aged between 35 and 45.

You will have had exposure to strategic planning and be driven by the desire to progress on the strength of your personal contribution. Your technical proficiency should include extensive knowledge of DPP and account profitability.

You'll manage a team of experienced high achievers with responsibility for forging close working relationships with the Trade and the Sales Division.

Our client's style and culture allows considerable freedom to the individual. If you have the capability to lead from the front in a high pressure environment, you will broaden your management skills and enjoy the opportunity to influence the direction of the business - both operationally and strategically. As such you will be a key member of the Management Committee.

In return the executive package includes an attractive salary, which is genuinely negotiable, together with performance related bonus and a quality car.

Please write with full career details to Janette Tilley, MSL Group Limited, Clinton House, 2/4 Clinton Terrace, Derby Road, Nottingham NG7 1LY.

MSL International

CONSULTANTS IN SEARCH AND SELECTION

Group Technical Director

Electronics

c.£55,000

Our client is a well-known British owned company and a world leader in their specialist sector of the market for communication products and systems. The present Technical Director is retiring and an experienced professional is required to replace him.

The Technical Director is a key member of the top management team and reports directly to the Group Managing Director, heading up both R&D and manufacturing. There are over 250 staff on several sites in the U.K. and overseas.

Candidates must be qualified and experienced engineers who have proven themselves as commercially orientated managers, with:

- a considerable technical knowledge of radio
- a successful record of running R&D
- management experience of the production and industrial engineering of highly competitive industrial products
- knowledge of the communications market
- the ability to maintain and build team working, both within the technical departments and with other members of the Group

Preferred age 45-50, location South of England.

This is an outstanding opportunity, with Main Board potential, in a highly respected and successful Group.

Please reply in confidence with a full CV, including latest salary details, to David Thompson Associates, Racombe Rise, Elleborough Road, Wendover, Bucks, HP22 6EL, who are assisting with this appointment.

DAVID THOMPSON ASSOCIATES

CONSULTANTS IN EXECUTIVE RECRUITMENT

THE SUNDAY TIMES

1992 SALARY SURVEY FOR SENIOR MARKETING PROFESSIONALS

In conjunction with The Sunday Times, Michael Page Sales and Michael Page Marketing are producing a series of detailed Salary Surveys to cover the following business sectors:

Professional Services
Telecommunications
Information Technology & Computing
FMCG and Consumer
Industrial and Business to Business

September 1992
November 1992
January 1993
February 1993
March 1993

Each eight page publication will also include topical recruitment and marketing issues, contributed by prominent personnel and marketing professional within each sector.

The publications are available to interested Sales, Marketing or Personnel executives. To receive a specific publication please forward your business card, indicating which one is of interest to you, to Helen Perry at The Sunday Times, Classified Department - Level 5, 1 Virginia Street, London E1 9BL.



MICHAEL PAGE MARKETING

Specialist Recruitment Consultants

London Windsor Birmingham & Leeds

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826



Civil Engineer New Works

Set the standards that will take us forward
c.£38,000 West London

The highest standards of building and civil engineering quality are keystones of London Underground's plans for the future. Those standards are being set, monitored and maintained by core groups of specialists, whose central role you will share, as leader of our Civil Engineering New Works Division.

Supported by a team of 12 professional civil engineers, you will set standards for new works projects ranging from depot extensions to multi million refurbishment of main interchange stations.

You will ensure that standards are maintained by liaising with Business Unit Managers, external contractors and consultants, and by monitoring the progress of work. Another key responsibility is to ensure that corporate assets are adequately maintained and remain fit for their purpose.

You will act as the technical client for the civil engineering aspects of all major multi-disciplined projects. And, as a member of our senior management team, you will make a significant contribution to corporate policy.

Your chartered status, and qualifications ideally including M.I. Struct. E. or M.I.O.B., will demonstrate your technical and professional knowledge. With at least 15 years' civil engineering experience, you should have reached director or partner level with financial accountability for multi million projects.

We also need to see evidence of your ability to initiate and implement change, your leadership and staff development qualities and your skills as a presenter and persuader.

Benefits include generous travel concessions for you and your family. This appointment will be made initially on a two year contract, with every possibility of renewal.

To apply, please send your CV with daytime telephone number, and covering letter providing clear evidence of how your qualifications, experience and skills match our requirements, quoting reference UOV/85X, to: John Faith, Management Recruitment Manager, Management Recruitment, London Underground Limited, Broadway Buildings, 55 Broadway, London SW1H 0BD.

Working Towards Equality

Supply and Production Manager

KENT c.£33K + CAR

Mid Kent Water Plc, a member of the Mid Kent Group of Companies, supplies water to over half a million people in Kent and Sussex. As part of a major restructuring initiative we are making the new appointment of Supply and Production Manager.

Reporting to the Operations Director, you will be responsible for the total supply function, from moving raw water at source, through the treatment process, to the delivery of water at the customer. You will plan and co-ordinate the operation of water pumping stations, treatment works, reservoirs and booster stations, in order to ensure that the required quantities are stored or available for distribution at all times. The control of quality and monitoring of network pressures, planned maintenance, process treatment, management of energy resources, and the organisation and motivation of a large team of employees with varied skills are key areas of this position.

Preferably a Chartered Engineer, you will have operational experience of water or comparable process industry requirements. Particular knowledge of UV, desalination, ozonation and chemical treatment processes and planned maintenance would be an advantage.

As a senior manager, good communication, organisational, commercial and interpersonal skills are necessary.

We offer progressive employee benefits and relocation expenses will be paid as necessary. Please apply giving full career and personal details to Mike Warren, Group Personnel Manager, Mid Kent Holdings Plc, High Street, Snodland, Kent ME6 5AH.



Success through Software

International Software Limited is the UK's largest and most prestigious re-seller of PC software, with most of the leading UK organisations among our extensive customer-base. We have an impressive record of consistent growth achieved through a dedicated approach of providing a comprehensive, competitively priced product range, together with software support and value-added services.

Central to this is our commitment to product marketing and strategic sales. By working closely with leading software manufacturers we ensure that effective sales and marketing programmes are built around major product lines, and are communicated to our customers.

Vendor Marketing Manager c£30k + Bonus + Car

We need a talented computer professional who not only has an in-depth knowledge of marketing and the PC software marketplace and its key players, but who also possesses an appreciation of the sales function, sound business sense and has the ability to successfully communicate at all levels.

Managing and motivating a small team, your prime responsibility will be for all PC software vendor relationships. This will involve contract negotiations, maintenance, selection and the upgrading of our product lines, combined with the organisation of programmes to increase sales of targeted products. In addition, you will understand, forecast and report on industry trends as well as making a major contribution to our monthly and quarterly publications.

Of graduate calibre, possibly with a formal marketing qualification, you must have at least 3 years experience within the PC/marketing arena, ideally gained in a distribution or re-sale environment. In addition, you will also need to demonstrate your ability to manage people.

Strategic Applications Sales Competitive package + Bonus + Car

As part of a growing, specialist team focusing on strategic application sales to major corporates, your prime task will be to identify and develop new product sales opportunities within an existing, wide ranging corporate customer-base.

To succeed in this technically demanding role, you will need strong interpersonal, analytical and presentation skills as well as a consultative approach to sales. You must also possess the ability to build long-term relationships, with both customers and vendors. In addition, at least 2 years experience gained within a PC/mainframe, user/manufacture environment in a sales or consultancy role is essential, and you should be aged in your mid twenties - mid thirties. Familiarity with database management systems, SQL, IS applications and GUI development tools would be an advantage.

In the first instance please send or fax your CV to Loraine Pemberton, including day and evening telephone numbers and details of your current remuneration package at, Iver Advertising & Communications, 253a Chiswick High Road, London W4 4PL. Fax: 081 994 0107. Tel: 081 994 2905. Previous applicants need not apply. Direct applications only please, no agencies.



British Geological Survey

Nottingham

up to £41,120

MANAGER AND SENIOR ECONOMIC GEOLOGIST

The British Geological Survey's Minerals Group is engaged in projects in Britain and overseas ranging from studies of mineral deposits to publication of mineral statistics for metalliferous, industrial and construction minerals. The Group consists of about thirty members of staff and has a budget of over £1.5 million.

The Survey is currently seeking a Senior Economic Geologist to head the Minerals Group. Extensive management experience and broad interests in mineral issues such as exploration methodology, metallogeny and resource economics, are required and experience of the minerals industry would be advantageous. A high scientific and/or technical standing as indicated by a good publication record is essential, along with broad experience, entrepreneurial skills and a willingness to travel overseas on occasions.

The post, which will become available in January 1993, will be for an initial period of five years with the possibility of extension or conversion to permanency.

Salary will be within the range £26,822 to £34,667 with further increments to £41,120 depending on performance (salaries are under review). Benefits include a non-contributory pension scheme and assistance towards relocation costs may be payable.

Application forms and further particulars are available from the Establishments Section (Recruitment), British Geological Survey, Keyworth, Nottingham NG12 5GG. Telephone (0802) 363295/363209. Closing date for receipt of applications (including a full CV) is 15th October 1992. Please quote reference GS/KW/92/1.

The Natural Environment Research Council has an equal opportunities policy and welcomes applications from all sections of the community.



confidential

General Operations Manager

Our client, a national multi-site retailer is currently re-organising the operational management structure of its 700 outlets to facilitate the maximisation of profitability and corporate growth. As part of a series of far reaching initiatives they now have an opportunity for a retail professional to be based in Manchester.

Responsible for the operation of approximately 175 outlets in the North West, you will supervise a team of Area Managers in your drive to develop a current annual turnover of some £70M. Although your primary responsibility will be the profit growth and maintenance of standards within these branches, you will have the opportunity to impact on the organisation's current practices and future strategies. An exceptional communicator, you will be expected to liaise both within and without the business in respect of all aspects of retail management.

Your comprehensive experience of multi-site retailing and field management will equip you to coordinate this major operation. Dynamism and drive will prove more important than hands on experience in our client's business sector, although a combination of all three would be ideal.

Letters of application, accompanied by an up-to-date CV, should be sent to: Richard Lewis, Riley Advertising (London) Ltd, Riley House, 4 Red Lion Court, London EC4A 3EN. Please list separately any companies you would not wish your CV to be forwarded.

RILEY

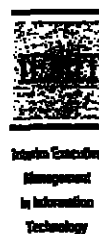
INTERIM EXECUTIVES IN I.T.

Interim Executive Management in Information Technology is the leading independent interim executive management company operating in the field of Information Technology. We provide our clients with the very best management skills available in the application of information technology to their business. We are now looking for additional skills to enter onto our database of interim executives or to help us in the development of new market sectors. In particular we require the following:

BUSINESS DEVELOPMENT
We are looking for Senior IT Executives to jointly develop certain market sectors. In particular Software Product Suppliers, System Integrators, FRI, Telecommunications, Health Care, Local Government, Utilities, Retail/Distribution, Transport/Travel, Insurance, Building Societies and the Commercial/Industrial sectors. To be successful you will need a sales, marketing or consulting background and have contacts at a high level in Blue Chip organisations.

SENIOR IT EXECUTIVES
In addition we still require Senior Directors and Managers for challenging assignments. We need Senior Executives with experience of managing large programmes, network environments, strategy, or the IT facility. High rewards are attainable for those used to an income in excess of £90,000.

PROJECT MANAGERS
We also have a number of requirements for experienced Project Managers and are particularly interested in Managers with a background of working in the public sector. If you are interested in the Business Development opportunities or wish to become an IEMT Interim Executive please forward your CV to John Holman at IEMT, The Centre, 68 High Street, Weybridge, Surrey KT13 8BL, or telephone John Holman or Ken Bayes on 0832 820632.



A NEW JOB? A NEW CAREER?

- For over 12 years our experienced professionals have worked successfully with SENIOR EXECUTIVES to enhance and develop their careers.
- A network of offices throughout the U.K., provides convenient contact points, and access to unadvertised opportunities.
- Our unique pro-active PARTNERSHIP PROGRAMME significantly reduces job search time, and increases market coverage.

Contact your nearest office:
BIRMINGHAM 021-443 2924 MANCHESTER 061-831 7116
BRISTOL 0272 308869 EDINBURGH 031-556 7200
CAMBRIDGE 0223 462244 GLASGOW 041-331 2005
GUILDFORD 0483 503555 LEEDS 0532 373970
MAIDENHEAD 0628 21015 NOTTINGHAM 0602 484525

Mainland

22 Suffolk Street, Birmingham B1 1LS.
Tel: 021-443 2924 (24hr) Fax: 021-643 4272

BARCLAYS LIFE

...AND
GROWING
AND
GROWING

We'll give you comprehensive sales and product training. You'll have the opportunity to develop business with Bank customers, through an attachment to a branch. We'll also help you to develop your own customer base.

If you can drive, and have use of a car and a telephone, ring 0800 587388, quoting reference number TZA0110 and we'll arrange for you to attend a seminar.

All Barclays employees must comply with the high standards set in our ethical and caring Code of Practice.

BARCLAYS
YOUR BETTER OFF WORKING WITH BARCLAYS LIFE

SO LOOK
AT A
COMPANY
THAT'S
GROWING...

Success comes from having the right range of pension, life insurance and unit trust products.

And, of course, the right people.

If you're determined, enthusiastic and outgoing, you could be one of those people, even if you have no sales experience.

YOU'VE
OUTGROWN
YOUR
CURRENT
JOB

Come to a Barclays Life seminar and you'll see that our expansion is no lucky accident.

SALES & MARKETING MANAGER

TO £40,000p.a. + Car + Benefits

Already recognised as the leading player in the U.K. market, this successful and innovative company - specialising in plastic packaging to the food industry - is now poised to implement its planned expansion throughout Europe.

Taking the lead in this marketing drive, your targets will be to increase current market share, identify new business opportunities and maintain effective client relationships - making this one of the most exciting and challenging assignments in the packaging industry today.

Reporting to the Managing Director you must be able to demonstrate a successful sales and marketing record in the plastics packaging or food processing industries. A highly motivated self starter with a driving ambition for success you will be looking for the challenge of working in a demanding market sector.

You will be supported by a small but dynamic Sales & Marketing team together with technical specialists. Fluency in a second European language would be of value.

The rewards for your ability and commitment are excellent. You will receive a salary and benefits package commensurate with the role, plus a career opportunity determined by your success. A generous relocation package is available, including home care guarantees, where appropriate.

Interested? Then write with full career details, quoting ref/ST/13 to: HUMAN RESOURCES MANAGEMENT SERVICES, 4 Park Place, Dover, Kent CT16 1DF. Tel: (0304) 241763/201555. Fax: (0304) 201555.

HRMS

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

THE SUNDAY TIMES

ADVERTISEMENT
SALES
EXECUTIVE

We are looking for a keen and talented display sales executive.

Preferably, educated to a degree level, you must be professional, tenacious and enthusiastic, with a proven track record in advertising sales including presentation and negotiation skills.

You should have a good business awareness, ambition

and self motivation and be familiar and confident in your dealings with both advertising agencies and clients at a senior level.

If you are aged under 30, reside in London and consider yourself able to meet the demands of this challenging role, please write, in total confidence, enclosing your c.v. to:

C.R.P. Berry
Commercial Director
The Sunday Times
1 Virginia Street London E1 9XT

EUREKA!

DIRECTOR
for
EUREKA!

The Museum for Children

The Trustees of Eureka! the Museum for Children in Hatfield, Yorkshire, wish to appoint a dynamic individual to head the team of this highly successful new educational venture, which opened in July and has already attracted over 150,000 visitors. Having completed the launch of Eureka!, the Director, Gillian Thomas, is moving to the Science Museum in London. As well as expanding the range of activities and services offered at Eureka! and ensuring their continuing educational quality, the Director will be responsible for the further development of the Museum.

A vision for the future, combined with sound entrepreneurial and financial skills and the ability to lead a talented team are required. A background in marketing, with experience of the tourism or heritage industry, would be appropriate. Candidates must be able to demonstrate that they can both soundly manage the existing resources and initiate further development. The Director will be directly responsible to the Chairman.

Eureka! The Museum for Children is registered as a private charity.

Salary will be commensurate with the responsibility of the position.

Please send an updated CV to The Chairman, Eureka! The Museum for Children, Discovery Road, Hatfield, Herts AL10 2NS, England.

Redundant or The Next Move?
We can help you find a new job

Directors/Senior Managers

- Professional outplacement and career consultants to maximise your potential.
- Get the right job through access to the unadvertised job market.
- Quality services, without frills, include one-to-one counselling.
- Programmes approved for interest free Government loan scheme.

For FREE initial consultation at any of our locations call 071 579 3153 or 0800 888522.

(SUNDAY 10am - 1pm or in normal office hours)

LONDON LEEDS MANCHESTER DORKING

HEADWAY

Headway delivers the 17th Code of Conduct for Career and Outplacement Consultants.

Not many organisations can claim the entire population as their customer base.

The Royal Mail is strongly committed both to the ideals of customer care and to long-term growth and profitability. On both counts the Area Sales and Customer Services Manager holds a critical position.

- The job
- You will be responsible for directing the sales effort of a 60-strong team, and for all customer care services in your area. In detail, you will need to:
 - Lead and motivate the sales and customer care teams
 - Develop and implement an integrated programme to raise customer perception
 - Produce, implement, and monitor a divisional sales plan
 - Identify opportunities for promoting existing or new services
 - Ensure a customer-focused and commercial approach
 - Develop and improve the Customer First policy and customer care services
 - Set and agree sales targets with individual team members and monitor their progress
 - Manage the area's budget
 - Oversee training and development of team members.

The person

Looking at the above list it is evident that this job demands an impressive portfolio of qualities. You will, therefore, need to:

- Be a high achiever
- Be able to think strategically
- Have a practical approach
- Be articulate and numerate
- Be able to manage and motivate a large team
- Have a proven track record in sales management
- Be of graduate calibre
- Be capable of influencing colleagues at all levels to instil a stronger customer focus throughout the Division.

Royal Mail positively encourages Equal Opportunities.

Opportunities to play an influential role in shaping a new business venture are currently few and far between. Even more rare is the opportunity to do so at minimal risk with a major IT supplier whose revenues are measured in billions. Substantial investment during the past year in the formation of Network Services and Multivendor Maintenance groups has already resulted in winning multi-million pound contracts. Building on this success, our client now wishes to expand these groups with the addition of the following key individuals:

Sales Consultants - Networking Solutions

c.£54K OTE

With the emphasis on winning high value corporate business, your ability to proactively research, identify and exploit opportunities will be critical. Influencing existing and new customers at senior level, you will work closely with the support and commercial functions to successfully deliver independent networking solutions.

Aged 28+, you must have a successful track record in selling sophisticated, high value networking systems, a mix of technical and commercial expertise, and the professionalism and credibility to work with major corporate customers.

Sales Support - Multivendor Maintenance

c.£30K + Bonus

Providing key support in the drive to win new multivendor maintenance contracts, your role will be instrumental in ensuring the effective design and delivery of cost effective support services to targeted customers. Working from day one on a number of high profile corporate projects, your creativity, technical aptitude and TPM delivery skills will be essential to your success.

Aged 28+, and a self starter, you must have sound experience of multivendor maintenance services. Your technical skills should encompass a solid understanding of distributed systems, ideally gained within a retail, finance or corporate environment.

Based in Berkshire, these positions offer an excellent benefits package including company car. More importantly, they offer the chance to join a highly successful business that offers long term opportunities for career development and success. In the first instance, please write enclosing CV to Steve O'Brien at Macmillan Davies, Salisbury House, Bluecoats, Hertford SG14 1PU, tel: (0992) 552552, fax: (0992) 589434 quoting reference MD3068.

The investment
is there.

The initiative
is under way.

The rest
is up to you.



Macmillan Davies

S E A R C H & S E L E C T I O N

Our client is a prestigious multinational pharmaceutical company with various research and production facilities throughout Europe. We are searching for a highly technologically advanced plant in Central Italy.

PRODUCT DEVELOPMENT MANAGER

The ideal candidate is fully aware of all aspects and modern trends of pharmaceutical technology, process development, pharmaceuticals, bioavailability, compliance with current good manufacturing practice, including requirements for pharmaceutical process validation.

Other requirements are:

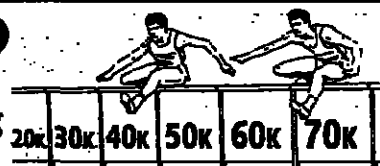
- age 32/37
- organisational and managerial skills
- BS, MS or PhD in the pharmaceutical sciences or related field
- previous experience in design from development and/or pharmaceutical manufacturing is a must
- fluent in English and preferably with a working knowledge of Italian.

Job location: Rome area

An attractive remuneration package is offered

To apply please send a resume quoting Ref. No. 4092X in confidence to:

L.C. International S.r.l.
Management Consulting & Executive Search
Via Puglia Lancia 66, 00144 Roma - Italy
Fax (+39 - 6) 5914213

Wrong job
- Redundant?
Neither means being
out of the running

We are a team of career professionals who care about your future, whether you are employed or not. Finding the right job is all about confidence, aptitude and contacts. Our expertise is comprehensive and individually tailored to meet your needs, goals and the right position - often within the unadvertised market.

Call Wilson McKenzie on 071 920 0480

to arrange an initial meeting for Manchester call 061 834 2189 and Midlands 0785 546107.

McKenzie Waterman

McKenzie Waterman & Co., 5c Althage House, Fore Street, London EC2Y 5DA.

THE BEST WAY FORWARD

In pursuit of a new position is with a team of professionals. Our aim is to ensure that you can compete and win your rightful place in the job market.

UNEMPLOYED • WRONG JOB • REDUNDANT

Our skills are comprehensive and individualistic to meet your needs, especially within the rich potential of the unadvertised job market.

Call Steven Thomas now to arrange an initial meeting on 071-436 8886.

London 071-436 8886 Midlands 0785 546637 Southampton 0703 787338
North West 0942 825282 Dublin 956899 Perth 0738 441327
Norwich 0603 620054 Newcastle 091 224 1010 Glasgow 041 204 3224
Yorkshire 0422 885533 Bristol 0272 308624

Fletcher Hunt plc, 59 Devonshire Street London W1N 1LT.

Dynamic Sales Professionals

Six figure plus potential, quality car
Based: Middlesex, Lancs & Scotland

Digital Computer Services operates in the computer services market and has an outstanding record of growth. We require experienced sales people to win new business in the areas of:

Facilities Management
Hardware Maintenance

Primary Responsibilities

- Generate and establish new relationships at senior level with major organisations.
- Identify opportunities within these organisations.
- Produce proposals and make presentations to a high standard.
- Successfully complete contract negotiations.
- Achieve targets.

The Ideal Candidates

- Aged 23-40.
- Educated to 'A' level standard or higher.
- Highly literate and numerate with well developed interpersonal skills.
- Proven record of success in winning major accounts - not necessarily gained within the computer services sector.
- Knowledge of IT and related technology.
- Self motivated, highly organised with the drive and desire to succeed.

Prospects for the right individuals are exceptional.

Full CV, recent photograph and covering letter should be sent to:
Greg Faulkner, Digital Computer Services, Network House,
Oxford Road, Uxbridge, Middlesex, UB9 4DN.

SALES EXECUTIVES

£25K in Year 1, £40K + in Year 2

S-Com is a multi disciplinary IT services organisation. The last 3 months has seen an unprecedented rate of growth in our core area of contract personnel placement. Ideally we should have started recruiting 2 months ago, but we found it hard to believe that such a rate of growth was sustainable coming in the 'tail-end' of a recession. We attribute our sustained success to a change of management style and a new approach to our marketing.

We would like to recruit 2 experienced Sales Executives with the following qualities:

- Fit, energetic and a team-player.
- A demonstrably successful sales track record in any non FMCG sector.
- A strong understanding of the importance of Quality in business relationships in the 90's.
- A 1st class command of the English Language.

Your ideal background could include:

- Selling services and products to the telecommunications engineering and specific industries.
- Selling contract personnel services to the 'technical' market.

Our packages are totally flexible and tailored to the individual. They include:

- Very good basic salary plus commission.
- Company car or salary in lieu.
- Successfully proven training and induction programme.
- Private health care and disability cover.
- Company sponsored pension scheme.
- Subsidised sports, social and leisure club membership.

To receive your interview, call Paul Fawcett on 0924-422223 (toll-free) or if it is more convenient on 0924-414133 before 8 am, after 8 am or at weekends. Otherwise send your CV with a covering letter to:

S-Com Computer Systems
Engineers Ltd
Buckingham House
Buckingham Street
Aylesbury
Bucks



S-Com
In touch with
the future

MAJOR DOMO

BUTLER - MATTRE D'HOTEL. Southern California couple with major estate needs take charge, seasoned professional immediately. Require fluency in English, second language preferred. Must have thorough knowledge of all duties required of major domo/butler/maitre d'hôtel. Please supply only if minimum ten years experience in top position. Applicant must be non-smoking, non-drinking, have a drivers license, and must pass security check and physical examination. Live in or out. Five day work week, Wednesday through Sunday. Send resume, recent photo and major references to: 12021 Wilshire Blvd., Box 874 Los Angeles, California 90025 U.S.A. All references will be held confidential. Principals only. Along with resume please write detailed letter outlining what you as a Major Domo/Butler/Maitre d'hôtel are capable of performing. Salary commensurate with experience.

MASON FOX LTD
LONDON SALES PROFESSIONAL

A ambitious self starting sales professional is urgently required by this computer consultancy. Experience of selling high quality PC computer and networking products is essential. A highly competitive salary will be offered to the successful candidate.

PLEASE PHONE PAT COXON
TEL: 081 567 4555

DESIGN A WINNING STRATEGY FOR
YOUR JOB OR CAREER CHANGE

Concerned about displacement, redundancy or just redefining career goals? Professional assistance available. Call now for a free consultation.

15-35 George Street, Oxford
Telephone (0692) 324114



HERSFORD PARKER ASSOCIATES
OXFORD

EXECUTIVE OPPORTUNITIES



Are you good enough to sell Britain's most successful daily newspaper?

The Sun Britain's largest selling daily newspaper is looking for Sales Executives to join its busy Classified Sales Advertising Department based in Wapping.

Applicants should be aged between 21-28, and have previous Classified Sales experience.

Successful candidates must have the desire and ability to succeed in a highly competitive market place.

You will be selling and conducting effective sales calls to advertising agencies and clients at all levels.

In return we offer a generous starting salary with targeted performance related bonus. In addition, our company offers a comprehensive on-going training programme, four weeks holiday, rising to five after two years service, BUPA Healthcare Scheme and excellent career opportunities.

If you have the ambition, drive and energy, together with the self motivation to work under extreme pressure and want to become part of our winning team write in the first instance to:

MANDEE McCREEDY, CLASSIFIED ADVERTISEMENT MANAGER
THE SUN, 1 VIRGINIA STREET, LONDON E1 6EL

■ The Meat and Livestock Commission sponsors meat and its products as part of a modern healthy diet.

■ Headquarters in Milton Keynes, we have offices in Brussels, Paris, Frankfurt, Madrid and Milan and at six sites throughout Great Britain.

■ We are experts in industry economics and competitive strategy, marketing and promotion, animal and meat science and product development on behalf of the industry.

HEAD OF EXPORT MARKETING Milton Keynes c. £40,000

British meat exports exceed £500 million and are growing. The Meat and Livestock Commission's Export Marketing Department works closely with British meat exporters to develop increased export business throughout the World. There are detailed export marketing programmes for the six priority markets in Europe as well as a range of development activities and services for exporters.

The Head of Export Marketing will be responsible for the vital role of leading the team of domestic and international specialists to achieve the Commission's strategic Export Marketing objectives.

In order to continue and develop this dynamic and challenging role, you should have proven managerial experience in the fields of both staff management and cost control. The skills to motivate and develop a team and the ability to construct strategic marketing plans are both essential.

A sound knowledge of the international meat industry and experience of communications at a senior level within that industry would be a distinct advantage. Linguistic and presentation skills are also desirable.

Benefits include a Commission car and membership of BUPA.

Please apply in writing enclosing full CV to Ms Vanessa Green (Assistant Personnel Officer), Meat and Livestock Commission, Winterton House, Snowdon Drive, Milton Keynes MK6 1AX.

Closing date 9th October 1992.



EXECUTIVE APPOINTMENTS

Services for Career Advancement - Job Change - Experts - Euro Executives include personal marketing programmes & unparalleled vacancy identification offered with flexible fee arrangements.

London	071 734 3879	Edinburgh	031 220 6727
Birmingham	021 233 3335	Glasgow	041 248 5336
Bristol & Cardiff	0272 234098	Milton Keynes	0908 231 918
Brussels	2 241 0169	Manchester	061 523 8799
Cambridge	0223 462 511	North	091 415 0503
Dublin	01 610 890	Reading	0734 571 711
		Winchester	0962 877 737
		Yorkshire	0537 580 011

Connaught

EXECUTIVE CAREER SERVICES
32 Savile Row, London W1X1AG. Telephone: 071 734 3879, Fax: 071 734 2620

GENERAL APPOINTMENTS

GOVERNANCE / COURTESY TEACHER

Required to work for family based in Oman. Female aged 30-40, must be qualified teacher/courtesy teacher, second language an advantage. Live-in, private accommodation.

Varied and interesting opportunity with attractive benefits of being a part of this important family.

Tel: 071-495 1966

CAREER COUNSELLING YOU CAN AFFORD 171 Personal Development Coaches, the UK's fastest growing career management company, trained and experienced to help you achieve your career goals. We offer a range of services including: Career assessment, Career counselling, Career coaching, Career planning, Career development, Career training, Career mentoring, Career support, Career advice, Career guidance, Career information, Career resources, Career tools, Career techniques, Career strategies, Career solutions, Career results, Career success, Career fulfilment, Career happiness, Career satisfaction, Career contentment, Career peace, Career joy, Career love, Career life, Career everything.

For more information call 0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

0202 490284 AGV.

Does your family matter?

Some employers take greater account of personal circumstances. Widget Finn explains the policy

Which does your company consider the more acceptable reason for your being late into the office: having to take your car in for a service, or your child to the doctor? The answer, Hilary Simpson says, is a litmus test for whether an organisation is family-friendly.

Oxfordshire County Council, where Dr Simpson is personnel officer, has many practices under the heading of flexible working. Organisations keen for the latest human resources catchphrase are labelling their employee benefits "family-friendly", but are they just the old policies with new names?

Jim Hillage, the author of a report on family-friendly working from the Institute of Manpower Studies, defines the practice as "arranging work to make it more compatible with domestic or other responsibilities". He says: "Family-friendly working practices are rarely a radical attempt to re-examine the way in which work is done. Frequently they are an attempt to repack and rephrase existing working practices that suit employers under an appealing title."

Oxfordshire council, whose flexiplace scheme has just won the Society of Chief Personnel Officers award for local government innovation, can claim to be pioneering one way of working. Flexiplace, Dr Simpson explains, extends the teleworking concept, which is usually for staff working independently, often on information technology-based projects. The Oxfordshire scheme shows that people working within a group do not have to be exclusively office-based.

Debby Dent, a manager in the trading standards department, who has a team of 11, divides her working day between the office and home, where she has a business line and a fax machine. Mrs Dent's children attend a kindergarten run by her husband's employer.

Men, as well as women, can benefit from family-friendly policies. Maternity leave has become,



Litmus test: your employer is family-friendly if it is acceptable to be late after taking your child to the doctor. Hilary Simpson says

in a few cases, parental leave. Many of the provisions that were offered in the 1980s as benefits for women — child care, career breaks, flexi-working — are now under the family banner, though working fathers are still slow at taking them up. Attitudes sometimes take longer to change than policies, as Mark Jarman discovered.

Mr Jarman, a senior transport planner with the council, changed to working part-time and at home when his wife decided to return to her job after the birth of their son. Mr Jarman says: "I felt uncomfortable with colleagues because it is still unusual for people in this department to work from home."

Family-friendly policies are not confined to parents, says Lucy Daniels, the director of the Working Mothers Association, which gives an annual award to employers who have proved themselves sympathetic to family needs. "Most people, during their working life

will have some sort of commitment to looking after others," Mrs Daniels says. "For those without children it may be caring for an aging parent, or helping a relative. When a company emphasises policies that benefit only staff with young children it runs the risk of alienating employees who do not come into this category."

In 1991 TSB extended the career break scheme, which falls into its "family-friendly employee benefits" category, to include the care of elderly, sick or disabled dependants. Employees who take this option retain their pension rights.

Child care provisions, parental leave and flexible working help staff to combine family and job responsibilities. Family-friendly policies, can embrace recreation,

relocation or counselling. National Power offers child care vouchers, job-sharing career break schemes and homeworking arrangements for professional staff who have been unable to relocate from London to the company's new headquarters in Swindon, Wiltshire.

"We appreciate that the whole family is affected by relocation," says Hugh Feldon, National Power's pay and benefits manager. "The company holds familiarisation weekends when a family can visit the area and find out about the local facilities and schools."

Family problems can affect a worker's performance, and employee assistance programmes such as those offered to the staff of Elida Gibbs and Whitbread provide con-

fidential counselling for staff and their families.

The survey of family-friendly working says that the initiative for such practices in UK companies usually comes from management, not employees. Marion Kozak, the director of The Daycare Trust, which has more advanced work-family policies, the most successful initiatives come from employees and unions.

A study by the trust of 25 European companies, due out next month, catalogues a campaign by Danish state railway employees to provide overnight child care facilities for shift workers.

Dr Simpson says discovering needs is important. "There is this belief that everybody wants job-sharing or nursery care," she says, "but one person may want the ability to work at home when a child is ill, while another needs shorter office hours."

'One person may want to work at home, another shorter hours'

LIFE AFTER REDUNDANCY

Act and doors start to open

A period of redundancy no longer holds the stigma that it did ten years ago. Nevertheless, there is no doubt that a long time without work does nothing to recommend an applicant. How long is it acceptable to be looking for work, and what excuses are acceptable for filling the gap between permanent jobs?

There is no straightforward answer. A lot depends on the individual foibles of the recruiter. Most good people will find something within three to six months, unless they are in a specialist field such as information technology, according to one personnel director. His

thinking is coloured by the fact that all those he has had to make redundant have been re-employed quickly thanks largely to his company's forward-thinking policy of career development.

"Clients don't want other people's castoffs," says Philip Vignoles of P.M. Vignoles Associates, a

resourcing and executive search company. Juliana Edwards of Head First, one of the new breed of research companies working direct with clients, says: "As the recession continues, employers are becoming more and more risk averse."

Serious travel, she says, is a convincing excuse. Taking time off to do an MBA is less impressive. Illness, says Ms Edwards, can work very negatively as a reason for unemployment.

The longer a person is out of work and apparently inactive, the worse it looks, says Charles Russam, of GMS Consultants, an interim executive agency. "You don't often get people coming up with something really meaty — writing a book, working for a charity."

Andy Andrew, of the outplacement consultants KPMG,

emphasises that morale is important. "Time on the job market itself is not a factor, but depression comes over at interviews. Inactivity is a cause for embarrassment but a positive decision to spend six months trying to set up one's own business shows that an applicant is focused, good at marketing himself."

But the decision to go it alone can have disadvantages. Mr Vignoles gives a cautionary example. He presented a well-qualified candidate who had been out of employment for six months, and had in the meantime gone successfully freelance.

"At interview," he recalls, "he showed a confident and analytical approach to the project, together with a degree of independence which clearly disconcerted the other board members and which had possibly been increased by his six months of independent work."

He was not appointed. Mr Vignoles gives a second example of a candidate for a marketing director position who had been out of employment for a year during which time he had started a niche product company. At interview, "he was asked why he was abandoning the project but not about his efforts in the job market. His explanations were accepted without further questioning. He was appointed."

Mr Vignoles comments that had the project lasted for two years, there would have been a stronger need to prove a substantial degree of achievement. Any activity which reduces the recruiter's risk and increases confidence will help to mitigate the effects of longer term periods spent job hunting.

CLARE HOGG

Head First 071-254 3935; P.M. Vignoles Associates: 071-548 9978; KPMG: 071-236 8000; GMS: 0582 666970.

071-481 4481

GENERAL APPOINTMENTS

FAX 071-782 7828

Arjo Wiggins Appleton

Assistant Secretary

This UK based multinational is a world leader in the manufacture and distribution of high added value papers. It has interests world wide, with particular concentrations in the US and France. Last year's turnover exceeded £2.4bn, with post tax profit of around £145m.

A new post has been created, reporting to the Assistant Group Secretary. You will assist with Stock Exchange and statutory compliance, maintain the computerized records of around 75 UK and 110 overseas subsidiaries, monitor and advise on corporate structure and assist in servicing UK subsidiary boards.

You are probably aged

around 25-30, and are ICASA qualified with at least two years' experience in the secretariat of a significant company. Yellow Book experience would be advantageous and working French is desirable.

Salary is negotiable as indicated. Benefits include non-contributory pension scheme, life assurance, family BUPA cover and 25 days holiday. Relocation expenses are available if appropriate.

Please reply - in strict confidence - and quoting Ref 1014, to Robin Fletcher, ICASA Consultants, Executive Selection, Buckingham House, 6/7 Buckingham Street, London, WC2N 6BU

French Speaking

Basingstoke
£25k
+ benefits



ICASA
CONSULTANTS

BRITISH MUSEUM

KEEPER OF GREEK AND ROMAN ANTIQUITIES

The collections of the Department of Greek and Roman Antiquities include sculpture in marble and other materials, pottery, glassware, terracotta, bronzes, gold and silver jewellery, seal-stones, wall paintings and mosaics. They span the classical world from the Early Bronze Age to the conversion of Constantine.

The Keeper is responsible for the administration of the Department: the security, care, improvement and cataloguing of its collections; the maintenance of its wide range of public services, including exhibitions and publications; and the direction of the scholarly work of its staff. The successful candidate will also be required to undertake fundraising and to plan and coordinate a forthcoming relocation of the Students' Room, Library and offices.

Applicants should normally be at

least 35 and under 55 years of age but exceptionally well-qualified candidates outside these age limits will be considered. They must be of high academic standing and preferably be recognised specialists in one of the fields covered by the Department. Administrative ability is essential and practical museum experience would be a considerable advantage.

Salary range: £37,689 - £42,750 according to qualifications and experience, plus London Weighting Allowance of £1,750.

For further details and an application form (to be returned by 6th November 1992) write to Recruitment & Assessment Services, Alencon Link, Basingstoke, Hants RG21 1JB or telephone Basingstoke (0256) 468551. Please quote ref: B/93/1746. The British Museum is an equal opportunities employer.

CARROLL FOUNDATION



IRISH HISTORY INSTITUTE
PART TIME RESEARCHER
WESTMINSTER

Prestigious Institute based in Westminster researching Irish history seeks to appoint part time research person for a wide range of primary and secondary source research programmes for its existing substantial Irish archive. Ideally suited for a person who can function with computers and a fast-track arrangement.

£5,000

Please send CV in South Essex, 24 Stifford Place, London SW1.

SALES PEOPLE! IMAGINE:-

SELLING FOR A LEADING PUBLIC UTILITY PLC BEING GIVEN AROUND 30 LEADS PER WEEK MAKING AND QUALIFYING YOUR OWN APPOINTMENTS RECEIVING A WARM AND WELCOME GREETING WHEN YOU CALL SELLING TO EVERY 2 CALLS YOU MAKE EARNING AROUND £40K PA OTE NO COLD CALLING

It's not a dream - 51 people have made the change and out of our first recruits 3 years ago only has one left.

This is the upside of Direct Selling so stop pinching yourself, you're not asleep, call now for an application form:

081 313 3659
0345 425349
0268 571133

We are particularly interested to hear from experienced direct sales professionals within reasonable travelling distance of Greater London, East Anglia, West Kent & Surrey, Yeovil and the Isle of Wight.



BUSINESS MINDED?

Just been made redundant? Stuck in a job that's going nowhere? Or are you an ambitious graduate? Do you wish to pursue a rewarding, secure career in sales and management with a London based firm?

For further information please telephone Personnel on

071 495 4477

Or send C.V. to: 2nd Floor, 30 New Bond Street, London, W1.

BARTON LYLE LTD

Please quote ref: EQ2

ADMIN MANAGER 25-45

£17,500 - £18,500 + Bens

Proven administration and solid supervisory background required to join this prestigious central London company. Must have high level of computing skills with the ability to learn new systems quickly. For further details tel 071-247 5710 Oakland Race Cons

DB2 SYSTEMS CONSULTANT

★ Minimum 3 years DB2 - CSP systems experience.

★ Computer graduate.

★ Preferably banking or Manufacturing environment.

All replies to:
Ms. Libby Vaughan
D.P. SUPPORT SERVICES LTD
70 Queen Victoria Street
London EC4N 4SJ.

Employment Agencies Licence No. SE 13011

MOVE INTO HIGH TECHNOLOGY

TRAIN FOR A CAREER IN COMPUTER MAINTENANCE

Regardless of previous experience, if you are aged eighteen or over and pass our aptitude tests, Cerco's professional seven week full-time training programme provides the proven gateway to employment in the rapidly expanding computer maintenance industry. An effective free placement service is provided and affordable, easy payment terms can be arranged to cover course fees.

For details of how you can benefit from Cerco's training and placement programme, write to:

Cerco Training Limited
FREEPOST
Nantwich
Cheshire
CW5 6BR

Or phone 0270-626300



CAREER SERVICES GUIDE

OVERSEAS JOBS AND WORKING HOLIDAYS

Available worldwide, including USA, Europe, Far East, Mediterranean, Africa. Temporary or permanent, skilled or unskilled, for full details of our service send name, address and TWO LOOSE 2p stamps to:
Jobsearch Bulletin, Dept 78
BROADS LANE, MYLOR,
FALMOUTH, TR11 5TN

A CAREER IN TECHNICAL AUTHORSHIP

There is a constant demand for technical authors throughout industry. If you have technical background & a qualification in technical writing you can open up the prospect of a new and rewarding career.
For details of a comprehensive Open Learning Course, leading to recognized qualification in this field, send for free information pack to:
TECHNICAL SERVICES
FREEPOST (TMS), LIVERPOOL, CHESHIRE, L41 7BB
Tel: 0229 56393



Access - VISA
Amex - Diners

DON'T POST 100 LETTERS yet

For the cost of the 1st class stamps have your CV written by Professional Recruitment Consultants Laser Printed
071-436 0766
By post, telephone or personal consultation
9 Great Russell Street, London, WC1B 3NP

OVERSEAS EMPLOYMENT & WORKING HOLIDAYS

Opportunities Available Worldwide.
Temporary or Permanent, Skilled or Unskilled including: Australia, The Caribbean, Canada, Africa, U.S.A. and Europe.
For Further Details of our service send 2 x 2p stamps to:
DEPT 7, GLOBAL EMPLOYMENT SERVICES,
8, DOUGLAS AVENUE, WHITSTABLE, KENT CT5 1HT.

INSTITUTE OF COUNSELLING COUNSELLING SKILLS COURSES

* Certificate Courses * 1 Year Diploma Course
* 2 year Diploma Courses * Training Resources
All courses in a home study basis.
For further information write to:
Institute of Counselling
Dept 77, 8 Dixon Street, Glasgow G1 4AX
Tel: 041 204 2280

TO ADVERTISE IN THIS GUIDE PHONE 071 481 4481 OR FAX COPY ON 071 782 7828

071-481 4481

GENERAL APPOINTMENTS

071-782 7828

Economists/Editors - Central London

If you have regional expertise (Africa, Far East, Middle East or Latin America) put it to good use with the EIU.

The Economist Intelligence Unit is a world-leader in the provision of global economic and political information to business, educational and research organisations worldwide.

We seek four mature, business-focused regional specialists to join the team working on our publications covering the regions shown above. The roles involve writing and editing reports across our wide product range, including country reports, forecasts, and risk assessments.

As well as your regional expertise, you should have:

- a degree in Economics
- a demonstrable ability to speak and write clear, concise English

previous editorial experience
- familiarity with the use of PCs
- the ability to work as part of a team

You must already possess the right to live and work in the UK.

We offer a competitive salary and an excellent benefits package, including profit share scheme, five weeks' holiday, family medical insurance and contributory pension scheme.

If you would like to use and develop your expertise as part of a first-class team, please write with concise and including details of current or last salary to Susan Phillips, Personnel Officer, Economist Intelligence Unit. Closing date for applications is 16th October.

EIU
The Economist Intelligence Unit

40 Duke Street, London W1A 1DW

THE MASONIC TRUST FOR GIRLS AND BOYS

A Registered Charity having under its protection some sixteen hundred persons at educational establishments throughout the country seeks to appoint a designate

SECRETARY/
CHIEF EXECUTIVE

to succeed the present incumbent on his retirement in 1993.

Applicants are invited from those having suitable experience and with proven management and administrative ability at a senior level. A knowledge of child and educational welfare would be an advantage but not essential. This is a challenging post for someone with enthusiasm to consolidate the progress already achieved in a developing organisation established on the merger of two separate institutions in 1986. A competitive salary with substantial benefits is available.

Further information and application forms can be obtained by writing (marked Private and Confidential) to the Secretary, MTGB, 31 Great Queen Street, London WC2B 5AG.

The closing date for the return of a completed application is 30th October 1992.

US SOFTWARE firm seeks database applications programmer with 3 years 1 year Windows. Salary £15,000-£20,000. Travel expenses based in USA. Send resume to Douglas Wilson, c/o E & S Systems House, London EC2A 1JP or call 0855 246229.

BFM LIMITED
BRITISH FURNITURE MANUFACTURERS
ASSOCIATION
CHIEF EXECUTIVE
LOCATION - LONDON W1

The BFM Limited is the recognised representative organisation of the British furniture industry, which together with our exhibition and export companies pursue the interests of the industry. The industry has an annual turnover of approximately £7.5b and employs 130,000 people.

The BFM members desire to strengthen and co-ordinate its trade association to meet the challenges facing the industry in the 90's.

We wish now to appoint a Chief Executive, reporting to the Board of BFM to co-ordinate the current work of the association's companies and improve the promotion of the industry both internally and externally as well as within the European community.

Probably not yet 50 years old you will be able to demonstrate superior abilities in the following areas:

- 1: Administration and financial control.
- 2: Lobbying Westminster and in Brussels.
- 3: Promoting the industry both at home and abroad
- 4: Preferably fluent in German or French

While knowledge of the industry would be useful, the ability to promote and protect the industry efficiently giving maximum benefit to the members is more important.

The position offers the right self motivated person the opportunity to become the voice of an industry which has a very prosperous future within the enlarged European community. The remuneration package will compare very favourably with senior executives in industry, for the right candidate.

Please apply in writing enclosing full C.V. to:-

TCR Jourdan, President, BFM
30 Harcourt Street
London W1H 2AA



MARKETING MANAGER

We are a successful development and project management company operating primarily within the property sector in which we have achieved notable success.

We now wish to focus our attention on organisations in both the private and public sectors where the concepts of "one stop shopping" and "project management" are gaining acceptance.

To support this thrust in new directions we need a "marketing professional" who can introduce a demand led philosophy into a service orientated company and who has a proven network of contacts both in the UK and Europe.

Based - Central London

Terms and Conditions - by negotiation

Please reply in writing to:

Geoffrey Brown, Hawk Development Management PLC,
37 Queen Anne Street, London W1M 9FB.

DIRECTORS/MANAGERS

JOB HUNTING?

£50K++

£30K+

£20K+

£10K+

£5K+

£2K+

£1K+

£500+

£250+

£125+

£62+

£31+

£15+

£7+

£3+

£1+

£0.50+

£0.25+

£0.125+

£0.062+

£0.031+

£0.015+

£0.007+

£0.003+

£0.001+

£0.0005+

£0.00025+

£0.000125+

£0.0000625+

£0.00003125+

£0.000015625+

£0.0000078125+

£0.00000390625+

£0.000001953125+

£0.0000009765625+

£0.00000048828125+

£0.000000244140625+

£0.0000001220703125+

£0.00000006103515625+

£0.000000030517578125+

£0.0000000152587890625+

£0.00000000762939453125+

£0.000000003814697265625+

£0.0000000019073486328125+

£0.00000000095367431640625+

£0.000000000476837158203125+

£0.0000000002384185791015625+

£0.00000000011920928955078125+

£0.000000000059604644775390625+

£0.0000000000298023223876953125+

£0.00000000001490116119384765625+

£0.000000000007450580596923828125+

£0.0000000000037252902984619140625+

£0.00000000000186264514923095703125+

£0.000000000000931322574615478515625+

£0.0000000000004656612873077392578125+

£0.00000000000023283064365386962890625+

£0.000000000000116415321826934844453125+

£0.0000000000000582076609134674222265625+

£0.000000000000029103830456733711111328125+

£0.0000000000000145519152283668555556640625+

£0.00000000000000727595761418337777783203125+

£0.000000000000003637978807091688888916015625+

£0.0000000000000018189894035458444444580078125+

£0.00000000000000090949470177292222222900390625+

£0.000000000000000454747350886461111114501953125+

£0.0000000000000002273736754432305555572509765625+

£0.00000000000000011368683772161527777862548828125+

£0.0000000000000000568434188608076388889312744140625+

£0.00000000000000002842170943040381944444656220703125+

£0.000000000000000014210854715201909722223281100390625+

£0.0000000000000000071054273576009548611111640551953125+

£0.00000000000000000355271367880047743055558202759765625+

£0.00000000000000000177635683940023871527779101398828125+

£0.00000000000000000088817841970011935763888955069944140625+

£0.00000000000000000044408920985005967881944447753497220703125+

£0.000000000000000000222044604925029839409722238769944140625+

£0.00000000000000000011102230246251491970936111938477220703125+

£0.0000000000000000000555111512312595985485455596944140625+

£0.00000000000000000002775557561562979927272779101398828125+

£0.0000000000000000000138777878078148996363638955069944140625+

£0.000000000000000000006938893903907449818181947753497220703125+

£0.000000000000000000003469446951953724940909097753497220703125+

£0.0000000000000000000017347234759768724704545458955069944140625+

£0.0000000000000000000008673617379884362352272728955069944140625+

£0.000000000000000000000433680868994218117611363647753497220703125+

£0.000000000000000000000216840434497109058558558955069944140625+

£0.000000000000000000000108420217248554529277779101398828125+

£0.00000000000000000000005421010862427726146363638955069944140625+

£0.0000000000000000000000271050543121386307318181947753497220703125+

£0.000000000000000000000013552527156069315365909097753497220703125+

£0.0000000000000000000000067762635780346576829545458955069944140625+

£0.00000000000000000000000338813178901732884146363647753497220703125+

£0.0000000000000000000000016940658945086642318181947753497220703125+

£0.000000000000000000000000847032947254332115909097753497220703125+

£0.0000000000000000000000004235164736271660579545458955069944140625+

£0.0000000000000000000000002117582368135802897727278955069944140625+

£0.00000000000000000000000010587911840679404488889312744140625+

£0.00000000000000000000000005293955920339702244444656220703125+

£0.000000000000000000000000026469779601698511222223281100390625+

£0.000000000000000000000000013234889800849255611111640551953125+

£0.00000000000000000000000000661744490042462778055558202759765625+

£0.00000000000000000000000000330872245021231388889312744140625+

£0.000000000000000000000000001654361225106166194444656220703125+

£0.00000000000000000000000000082718061250533059722238769944140625+

£0.00000000000000000000000000041359030625026529861111938477220703125+

£0.000000000000000000000000000206795153125132649409097753497220703125+

£0.00000000000000000000000000010339757656250663247045458955069944140625+

£0.0000000000000000000000000000516987882812503316235227278955069944140625+

£0.0000000000000000000000000000258493941406250165811363647753497220703125+

£0.000000000000000000000000000012924697070312500829058558955069944140625+

£0.0000000000000000000000000000064623485351562500414545458955069944140625+

£0.0000000000000000000000000000032311742675781250020727278955069944140625+

£0.00000000000000000000000000000161558713378906250010363638955069944140625+

£0.0000000000000000000000000000008077935689453125000518181947753497220703125+

£0.0000000000000000000000000000004038967844726562500025909097753497220703125+

£0.000000000000000000000000000000201948392236328125000129545458955069944140625+

£0.00000000000000000000000000000010097419611816406250000647753497220703125+

£0.0000000000000000000000000000000504870980590820312500003238769944140625+

£0.0000000000000000000000000000000252435490295410156250000161938477220703125+

£0.0000000000000000000000000000000126217745147705078125000008096944140625+

£0.0000000000000000000000000000000063108872573852539062500000404847220703125+

£0.000000000000000000000000000000003155443628692619531250000020242361100390625+

£0.0000000000000000000000000000000015777218143463097656250000010121180551953125+

£0.00000000000000000000000000000000078886090717315488281250000005060597220703125+

£0.0000000000000000000000000000000003944304535865774414062500000025302986111938477220703125+

£0.0000000000000000000000000000000001972152267932887220703125000000126514909097753497220703125+

£0.000000000000000000000000000000000098607613396644361111938477220703125+

£0.0000000000000000000000000000000000493038066983221805558955069944140625+

£0.0000000000000000000000000000000000246519033491610927779101398828125+

£0.000000000000000000000000000000000012325951674558046146363647753497220703125+

£0.00000000000000000000000000000000000616297583727902305558955

Micro-wave your wash

Solution: the remarkable square hopelessly vulgar (nothing better) 2 ~. N3+1

Solution: the remarkable square hopelessly vulgar (nothing better) 2 ~. N3+1

BBC1

- 6.00 Ceefax (39028) 6.30 Breakfast News (27449623)
9.05 Perfect Strangers. American comedy series (11317265)
9.30 Labour Party Conference 92. Today's proceedings include debates on reform of the electoral system and modernising the machinery of government (58913)
10.00 News, regional news and weather (6488951) 10.05 Playdays. For the very young (5) (2455772) 10.25 Jimbo and the Jet Set. Cartoon (1) (9743028)
10.35 Labour Party Conference 92. Further live coverage from Blackpool, includes News (Ceefax) and weather at 11.00 and 12.00 (22554807) 12.55 Regional News and weather (53128352)
1.00 One O'Clock News. (Ceefax) Weather (12284)
1.30 Neighbours. (Ceefax) (1) (80335739) 1.50 Going for Gold. General knowledge quiz with European contestants. The question-master is Henry Kelly (80335555)
2.15 Film: Tropic of Cancer (1949) starring Jean Kent and Bill Owen. Thin period comedy about the life and loves of a music hall entertainer. Directed by Brian Desmond Hurst (903791)
3.50 Puppy Dog Tales. Animated adventures (3828933) 3.55 Noddy. Animation (5) (61001301) 4.10 Star Pets. Peter Simon continues his search for the Star Pet of 1992 (5) (7036420) 4.20 Get Your Own Back. Game show (5) (2175551) 4.35 Unde Jack and the Dark Side of the Moon. Episode one of a new sci-fi children's drama starring Paul Jones. (Ceefax) (1) (7851265)
5.00 Newsround (68865) (7) 5.05 Blue Peter. Today's guest is Stephen Varley, the first Briton to climb Mount Everest without oxygen. (Ceefax) (1) (4902333)
5.35 Neighbours (1) (Ceefax) (1) (213081). Northern Ireland: Inside Ulster
6.00 Six O'Clock News with Anna Ford and Andrew Harvey. (Oracle) Weather (1)
6.30 Regional News Magazines (62). Northern Ireland: Neighbours
7.00 Top of the Pops (1) (13331)
7.30 EastEnders. (Ceefax) (1) (46)
8.00 As Time Goes By. Bob Lacey's romantic comedy starring Judi Dench and Geoffrey Palmer as a couple who meet 35 years after being separated by a failed marriage. (Ceefax) (1) (3951)
8.30 Waiting For God. Graham Crowden and Stephanie Cole star as the genetic delinquents making waves in an old people's home. (Ceefax) (1) (6888)
9.00 Nine O'Clock News with Michael Buick. (Ceefax) Regional news and weather (3772)
9.30 Crimewatch. A reconstructed case in which television publicity helped to provide the police breakthrough concerns the rape of two young women in north London. As well as patting itself on the back, Crimewatch pays tribute to a law report in The Times for suggesting the means to a successful prosecution. The programme's third bouquet goes to Hertfordshire police for its sensitive handling of investigations of sexual offences. Certainly the detectives (played, as usual, by themselves) are impeccably polite and not just to the victims. Perhaps fictional police series have been getting it wrong. You cannot imagine, say, DI Burnside from The Bill extending the same courtesy to a suspected rapist as the Hertfordshire team does here. (Ceefax) (1) (521772)
10.20 One Foot in the Grave. Richard Wilson and Annette Crosbie star in David Renwick's BAFTA-winning comedy series about an elderly retired postman and his long-suffering wife. In this episode she tries to cheer him up with a book from the library entitled Coping with Old Age (1). (Ceefax) (1) (93130)



Labour party's deputy leader: Margaret Beckett (10.50pm)

- 10.50 Question Time from the Labour party conference in Blackpool, with Peter Sessions in the chair. The panel is Arthur Scargill and MPs Michael Portillo, Margaret Beckett and Malcolm Bruce (575888). Northern Ireland: Spotlight 11.20-12.20am Question Time
11.50 Law and Order. American crime series (1) (797468)
12.00am Weather (6542463). Ends at 12.45
2.15 BBC Select: Accusatory Television (900181). Ends at 3.15

BBC2

- 6.45 Open University: In Search of the W and Z (7648401). Ends at 7.10
8.00 Breakfast News (4680801)
8.15 Arthur Negus Reveals. Arthur Negus visits the opulent Georgian dining room of Berkeley Castle, Gloucestershire (1) (4678604) 8.30 Play Better Golf. Advice from Peter Allis (62884)
9.00 Daytime on Two. Educational programmes
2.00 News and weather (51552420) followed by You and Me (13246179)
2.15 Labour Party Conference 92. Conference debates international affairs and development. Presented by Donald McCormack, Vivian White and Iain MacWhirter. Includes News (Ceefax) and weather at 3.00 and 3.50 (84250197)
3.50 News from Fronty Angle. A behind-the-scenes look at the work of the BBC's news and current affairs departments, narrated by Nicholas Witchell (1) (9)
6.00 Film: Carry On Up the Khyber (1968) starring Sidney James, Kenneth Williams, Charles Hawtrey and Roy Castle. One of the better offerings from the Carry On team concerns the Khaki of Khyber (William) who threatens to throw out the British after his Burma tribesmen lose their fear of the Highland regiment, the Third Foot and Mouth, keep under their kilt. Directed by Gerald Thomas. (Ceefax) (89599)
7.30 Ps and Qs. Quiz on etiquette and manners. The question-master is Tony Slattery and the team captains, Jonathan Meades and Lesley Joseph, are joined by journalists and barristers. (Ceefax) (88)



A la carte: Mireille Johnston on French cuisine (8.00pm)

- 8.00 A Cook's Tour of France.
● CHOICE: Those who have been following Keith Floyd's Spanish safari may find this latest culinary series a shade more but that, like the dishes featured, will be a matter of taste. In contrast to Floyd's flamboyance Mireille Johnston, a cookery writer from Paris, plays it straight. Showbusiness is eschewed for a quieter form of enthusiasm. For once the cuisine is as important as the presenter. As the title implies, this is a region by region treatment, often as much a travelogue as a lesson from the kitchen. Instead of Floyd's penchant for big set pieces, Johnston jumps from one item to another, linked only by their common geography. Tonight's menu includes oysters in Marennes, a seafood platter in La Rochelle and frog's legs on the banks of the Loire. (Ceefax) (1) (8622)
8.30 Top Gear. Jeremy Clarkson test drives the new Toyota Corolla, the world's best selling car (5) (7130)
9.00 Bottom. The first of a new series of the black and basic comedy series starring Adrian Edmondson and Rick Mayall as sexually-deprived flat sharers. With Lisa Maxwell, Kelly Hunter and Helen Lederer. (Ceefax) (1) (4642)
9.30 Present Perfect. A west London hospital's move towards becoming a self-governing trust is charted through four of the personalities involved, all of them women. Rosie Fauch is the hospital's energetic general manager, ostensibly a neutral civil servant but in fact an unashamed supporter of the trust idea. She is so committed that she is prepared to take to the streets and hand out leaflets. Leading the opposition is Barbara McClean, a young Colpe show steward. Her counter-argument is that the trust is a ploy to get a petition to Downing Street. Showing varying degrees of enthusiasm in between are an outspoken consultant, Peta Longstaff, and an embittered nurse, Jane O'Connor. Marilyn Gaunt's revealing film gives a human dimension to a debate that is too often left to the politicians (5) (7159)
10.30 Newswatch with Peter Snow (734604)
11.15 The Last Show. Arts and media magazine (444739)
11.55 Weather (523555)
12.00 Open University: Absurd Signs — the Physics of White Dwarfs (58376). Ends at 12.30am
3.00 BBC Select: RCN Nursing Update (97208). Ends at 4.00

ITV

- 6.00 TV-am (6394130)
9.25 Win, Lose or Draw. Celebrity game show hosted by Danny Baker (133449) 9.55 Thames News (7920739)
10.00 The Time and the Place... Topical discussion series (8979265)
10.40 This Morning. Magazine series (4893468)
12.10 The Riddlers. Children's puppet series (7467772)
12.30 Lunchtime News with Sonia Ruseler and Nicholas Owen. (Oracle) Weather (6165739) 1.05 Thames News (34809212)
1.15 Home and Away. (Oracle) (421062) 1.45 A Country Practice (5) (420333)
2.15 TV Weekly. Anne Diamond takes her regular behind-the-scenes look at popular ITV and Channel 4 programmes and Barry Took delves into the archives (445642) 2.45 Take the High Road. Drama serial set in the Highlands (632984)
3.10 ITN News headlines. (8728739) 3.15 Thames News headlines (8710710) 3.20 G.P. The first of a yet another medical soap from Australia, set in and around a doctor's surgery, starring Michael Craig (4310975)
3.50 The Rattles. Animation (1) (4523361) 3.55 Captain Zed and the Zoo Zone (1) (6462400) 4.20 Rolf's Cartoon Club. Rolf Harris talks to Gimme 5's Jenny Powell about her favourite cartoons (4443005)
4.50 Art Attack presented by Neil Buchanan (4536401)
5.10 Who's the Boss? American comedy series (4996772)
5.40 Early Evening News with John Suchet. (Oracle) Weather (466604) 5.55 Thames News (1) (781333)
6.00 Home and Away (1). (Oracle) (78) 6.30 Thames News (30)
7.00 Emmerdale. Soap set in the Yorkshire Dales. (Oracle) (6401)
7.30 Jimmy's. More real-life dramas concerning the patients and staff of St James's University Hospital, Leeds (5) (2)



Cops and robbers: Kevin Lloyd visits a prisoner (8.00pm)

- 8.00 The Bill: Top Off. Tosh Leeds (Kevin Lloyd) and DC Wood are called to a prison to see Keith Grounds, a burglar. Lines arrested three years before. Grounds wants to take information on a planned robbery for a move to a prison nearer his wife. (Oracle) (2449)
8.30 This Week: Are You Living on a Toxic Time Bomb? Thousands of unsuspecting home-owners are about to discover that their houses are built on land potentially contaminated with lethal chemicals. The government wants to draw up a register of contaminated land, requiring local authorities to carry out surveys and if the site is to be redeveloped it would have to be cleaned up at a cost of £100,000 an acre. This Week investigates the implications of this government initiative which could seriously handicap the urban renewal of Britain. (Oracle) (4084)
9.00 Taggart: The Hit Man. The concluding episode of the murder mystery, starring Mark McManus as his assistant. (Oracle) (7081)
10.00 News at Ten with Alastair Stewart and Fiona Armstrong. (Oracle) Weather (12325) 10.30 Thames News (328642)
10.40 01. A guide to London and the south-east's entertainment scene (433944)
11.15 Prisoner: Cell Block H. Australian women-behind-bars drama serial (276265)
12.10am Science Fiction: Hair Soup. Drama series based on real-life situations in the world of science. Tonight David Suchet plays an asthmatic sufferer and dyslexic who used himself as a guinea pig to find a drug that could prevent asthma attacks (1177173)
12.40 Alfred Hitchcock Presents: Twisted Sisters. A tale with a twist introduced by the master of suspense (2347171)
1.05 Film: Raw Courage (1984) starring Ronny Cox and Lois Childs. Thriller about three athletes on a cross country run in New Mexico during which they are attacked by a group of night wing survivors. Directed by Robert L. Rosen (962734)
2.45 The Twilight Zone: The Card. A tale of the supernatural (1) (427640)
3.10 Headfall. American police drama series (1) (7430260)
4.00 Motorsport Special from Silverstone and Donington Park (37005)
4.30 America's Top Ten (1) (54111)
5.00 Videofashion (1) (24482)
5.30 ITN Morning News with Phil Roman (46531). Ends at 6.00

CHANNEL 4

- 6.00 Cartoons (68265)
7.00 The Big Breakfast presented by Chris Evans and Gabby Rodin (8197)
9.00 You Bet Your Life. American quiz game show hosted by Bill Cosby (13352)
9.30 Schools (389710)
12.00 Flight Over Spain. Alicante from the air (1). (Teletext) (62848)
12.30 Sesame Street. Early learning series. The guests are baseball star Bill Irwin and actress Blair Brown (1) (49420)
1.30 Take 5. For the young (44710)
2.00 Check Out 92. Are Britain's beer drinkers getting a fair deal from the brewers? (1) (5578523)
2.25 Channel 4 Racing from Newmarket. Live coverage of the 2.35, 3.05, 3.40 and 4.10 races, introduced by Brough Scott (8388288)
4.30 On the Spot. Fast-moving general knowledge knock-out quiz (5)
5.00 The Oprah Winfrey Show. The guest is actor Patrick Swayze (6558517)
5.55 The Banbury Tales. Animated adventures of a gang of sporting rabbits (789975)
6.00 My Two Dads. American comedy series (1). (Teletext) (5) (20)

Playing the latest video games: Dominik Diamond (8.30pm)

- 6.30 Gamesmaster. The first of a new series of the video game show presented by Dominik Diamond (72)
7.00 Channel 4 News with Zeinab Badawi in the studio and Jon Snow at the Labour party conference in Blackpool. (Teletext) Weather (6739)
8.00 Down To Earth. Archaeological magazine presented by Catherine Hills. Includes an item on the discovery of Indian images on a cauldron thought to be Celtic (3791)
8.30 Rising Damp. Rigby surprises his regular lodgers by taking pity on a depressed new tenant. Starring Leonard Rossiter (1). (Teletext) (2825)
9.00 Critical Eye: Free Kuwait.
● CHOICE: The title is ambiguous. Kuwait may be free in the sense that Saddam Hussein and his men liberated it from the evil experience of many thousands of people who live in Kuwait. They include more than 2,000 Asian women working as domestic servants who have fled their homes because of physical abuse by their employers. There are the Palestinians, 400,000 strong before the Gulf war, now down to 30,000 as a result of mass expulsions. The Bidoons have lived in Kuwait for generations and were the backbone of the Kuwaiti army. Now the Emir wants them out. Finally the film looks at Kuwaiti women, denied the vote and generally regarded as second-class citizens. If the programme's allegations of human rights abuse are anywhere near the mark, the liberation of Kuwait has a very hollow ring. (Teletext) (5623)
10.00 Film: The Water Engine (1992) starring William H. Macy as a man whose invention of an engine that runs on water puts him and his blind sister in danger from an unscrupulous lawyer in 1930s Chicago. With Pat LaPone, Joe Mantegna and Martin Sheen. Directed by Steven Schachter (591265)
11.40 Set of Six. Comedy series starring Rowland Rivron (1) (101197)
12.10am Film: The Mob (1951). b/w, starring Burt Lancaster Crawford. Gangster thriller about a policeman who goes undercover in order to break up hoodlums controlling the docks. Directed by Robert Parrish (1820463). Ends at 12.00

VideoPlus+ and the Video PlusCode numbers, which allow you to programme your video recorder instantly with a VideoPlus+ handset. VideoPlus+ can be used with most video recorders. For the programme you wish to record, for more details call VideoPlus+ (0800 121204) (calls charged at 48p per minute peak, 36p off-peak) or write to VideoPlus+, Acorn Ltd, 3 Valley House, Park Road, London SW11 3TN. VideoPlus+ (TM), VideoPlus (TM) and Video Programmer are trademarks of Acorn Marketing Ltd.

Worrie drift

Playing the latest video games: Dominik Diamond (8.30pm)

6.30 Gamesmaster. The first of a new series of the video game show presented by Dominik Diamond (72)

7.00 Channel 4 News with Zeinab Badawi in the studio and Jon Snow at the Labour party conference in Blackpool. (Teletext) Weather (6739)

8.00 Down To Earth. Archaeological magazine presented by Catherine Hills. Includes an item on the discovery of Indian images on a cauldron thought to be Celtic (3791)

8.30 Rising Damp. Rigby surprises his regular lodgers by taking pity on a depressed new tenant. Starring Leonard Rossiter (1). (Teletext) (2825)

9.00 Critical Eye: Free Kuwait.

● CHOICE: The title is ambiguous. Kuwait may be free in the sense that Saddam Hussein and his men liberated it from the evil experience of many thousands of people who live in Kuwait. They include more than 2,000 Asian women working as domestic servants who have fled their homes because of physical abuse by their employers. There are the Palestinians, 400,000 strong before the Gulf war, now down to 30,000 as a result of mass expulsions. The Bidoons have lived in Kuwait for generations and were the backbone of the Kuwaiti army. Now the Emir wants them out. Finally the film looks at Kuwaiti women, denied the vote and generally regarded as second-class citizens. If the programme's allegations of human rights abuse are anywhere near the mark, the liberation of Kuwait has a very hollow ring. (Teletext) (5623)

10.00 Film: The Water Engine (1992) starring William H. Macy as a man whose invention of an engine that runs on water puts him and his blind sister in danger from an unscrupulous lawyer in 1930s Chicago. With Pat LaPone, Joe Mantegna and Martin Sheen. Directed by Steven Schachter (591265)

11.40 Set of Six. Comedy series starring Rowland Rivron (1) (101197)

12.10am Film: The Mob (1951). b/w, starring Burt Lancaster Crawford. Gangster thriller about a policeman who goes undercover in order to break up hoodlums controlling the docks. Directed by Robert Parrish (1820463). Ends at 12.00

12.40 Alfred Hitchcock Presents: Twisted Sisters. A tale with a twist introduced by the master of suspense (2347171)

1.05 Film: Raw Courage (1984) starring Ronny Cox and Lois Childs. Thriller about three athletes on a cross country run in New Mexico during which they are attacked by a group of night wing survivors. Directed by Robert L. Rosen (962734)

2.45 The Twilight Zone: The Card. A tale of the supernatural (1) (427640)

3.10 Headfall. American police drama series (1) (7430260)

4.00 Motorsport Special from Silverstone and Donington Park (37005)

4.30 America's Top Ten (1) (54111)

5.00 Videofashion (1) (24482)

5.30 ITN Morning News with Phil Roman (46531). Ends at 6.00

6.00 Cartoons (68265)

7.00 The Big Breakfast presented by Chris Evans and Gabby Rodin (8197)

9.00 You Bet Your Life. American quiz game show hosted by Bill Cosby (13352)

9.30 Schools (389710)

12.00 Flight Over Spain. Alicante from the air (1). (Teletext) (62848)

12.30 Sesame Street. Early learning series. The guests are baseball star Bill Irwin and actress Blair Brown (1) (49420)

1.30 Take 5. For the young (44710)

2.00 Check Out 92. Are Britain's beer drinkers getting a fair deal from the brewers? (1) (5578523)

2.25 Channel 4 Racing from Newmarket. Live coverage of the 2.35, 3.05, 3.40 and 4.10 races, introduced by Brough Scott (8388288)

4.30 On the Spot. Fast-moving general knowledge knock-out quiz (5)

5.00 The Oprah Winfrey Show. The guest is actor Patrick Swayze (6558517)

5.55 The Banbury Tales. Animated adventures of a gang of sporting rabbits (789975)

6.00 My Two Dads. American comedy series (1). (Teletext) (5) (20)

6.30 Gamesmaster. The first of a new series of the video game show presented by Dominik Diamond (72)

7.00 Channel 4 News with Zeinab Badawi in the studio and Jon Snow at the Labour party conference in Blackpool. (Teletext) Weather (6739)

8.00 Down To Earth. Archaeological magazine presented by Catherine Hills. Includes an item on the discovery of Indian images on a cauldron thought to be Celtic (3791)

8.30 Rising Damp. Rigby surprises his regular lodgers by taking pity on a depressed new tenant. Starring Leonard Rossiter (1). (Teletext) (2825)

9.00 Critical Eye: Free Kuwait.

● CHOICE: The title is ambiguous. Kuwait may be free in the sense that Saddam Hussein and his men liberated it from the evil experience of many thousands of people who live in Kuwait. They include more than 2,000 Asian women working as domestic servants who have fled their homes because of physical abuse by their employers. There are the Palestinians, 400,000 strong before the Gulf war, now down to 30,000 as a result of mass expulsions. The Bidoons have lived in Kuwait for generations and were the backbone of the Kuwaiti army. Now the Emir wants them out. Finally the film looks at Kuwaiti women, denied the vote and generally regarded as second-class citizens. If the programme's allegations of human rights abuse are anywhere near the mark, the liberation of Kuwait has a very hollow ring. (Teletext) (5623)

10.00 Film: The Water Engine (1992) starring William H. Macy as a man whose invention of an engine that runs on water puts him and his blind sister in danger from an unscrupulous lawyer in 1930s Chicago. With Pat LaPone, Joe Mantegna and Martin Sheen. Directed by Steven Schachter (591265)

11.40 Set of Six. Comedy series starring Rowland Rivron (1) (101197)

12.10am Film: The Mob (1951). b/w, starring Burt Lancaster Crawford. Gangster thriller about a policeman who goes undercover in order to break up hoodlums controlling the docks. Directed by Robert Parrish (1820463). Ends at 12.00

12.40 Alfred Hitchcock Presents: Twisted Sisters. A tale with a twist introduced by the master of suspense (2347171)

1.05 Film: Raw Courage (1984) starring Ronny Cox and Lois Childs. Thriller about three athletes on a cross country run in New Mexico during which they are attacked by a group of night wing survivors. Directed by Robert L. Rosen (962734)

2.45 The Twilight Zone: The Card. A tale of the supernatural (1) (427640)

3.10 Headfall. American police drama series (1) (7430260)

4.00 Motorsport Special from Silverstone and Donington Park (37005)

4.30 America's Top Ten (1) (54111)

5.00 Videofashion (1) (24482)

5.30 ITN Morning News with Phil Roman (46531). Ends at 6.00

6.00 Cartoons (68265)

7.00 The Big Breakfast presented by Chris Evans and Gabby Rodin (8197)

9.00 You Bet Your Life. American quiz game show hosted by Bill Cosby (13352)

9.30 Schools (389710)

12.00 Flight Over Spain. Alicante from the air (1). (Teletext) (62848)

12.30 Sesame Street. Early learning series. The guests are baseball star Bill Irwin and actress Blair Brown (1) (49420)

1.30 Take 5. For the young (44710)

2.00 Check Out 92. Are Britain's beer drinkers getting a fair deal from the brewers? (1) (5578523)

2.25 Channel 4 Racing from Newmarket. Live coverage of the 2.35, 3.05, 3.40 and 4.10 races, introduced by Brough Scott (8388288)

4.30 On the Spot. Fast-moving general knowledge knock-out quiz (5)

5.00 The Oprah Winfrey Show. The guest is actor Patrick Swayze (6558517)

5.55 The Banbury Tales. Animated adventures of a gang of sporting rabbits (789975)

6.00 My Two Dads. American comedy series (1). (Teletext) (5) (20)

6.30 Gamesmaster. The first of a new series of the video game show presented by Dominik Diamond (72)

7.00 Channel 4 News with Zeinab Badawi in the studio and Jon Snow at the Labour party conference in Blackpool. (Teletext) Weather (6739)

8.00 Down To Earth. Archaeological magazine presented by Catherine Hills. Includes an item on the discovery of Indian images on a cauldron thought to be Celtic (3791)

8.30 Rising Damp. Rigby surprises his regular lodgers by taking pity on a depressed new tenant. Starring Leonard Rossiter (1). (Teletext) (2825)

9.00 Critical Eye: Free Kuwait.

● CHOICE: The title is ambiguous. Kuwait may be free in the sense that Saddam Hussein and his men liberated it from the evil experience of many thousands of people who live in Kuwait. They include more than 2,000 Asian women working as domestic servants who have fled their homes because of physical abuse by their employers. There are the Palestinians, 400,000 strong before the Gulf war, now down to 30,000 as a result of mass expulsions. The Bidoons have lived in Kuwait for generations and were the backbone of the Kuwaiti army. Now the Emir wants them out. Finally the film looks at Kuwaiti women, denied the vote and generally regarded as second-class citizens. If the programme's allegations of human rights abuse are anywhere near the mark, the liberation of Kuwait has a very hollow ring. (Teletext) (5623)

10.00 Film: The Water Engine (1992) starring William H. Macy as a man whose invention of an engine that runs on water puts him and his blind sister in danger from an unscrupulous lawyer in 1930s Chicago. With Pat LaPone, Joe Mantegna and Martin Sheen. Directed by Steven Schachter (591265)

11.40 Set of Six. Comedy series starring Rowland Rivron (1) (101197)

12.10am Film: The Mob (1951). b/w, starring Burt Lancaster Crawford. Gangster thriller about a policeman who goes undercover in order to break up hoodlums controlling the docks. Directed by Robert Parrish (1820463). Ends at 12.00

12.40 Alfred Hitchcock Presents: Twisted Sisters. A tale with a twist introduced by the master of suspense (2347171)

1.05 Film: Raw Courage (1984) starring Ronny Cox and Lois Childs. Thriller about three athletes on a cross country run in New Mexico during which they are attacked by a group of night wing survivors. Directed by Robert L. Rosen (962734)

2.45 The Twilight Zone: The Card. A tale of the supernatural (1) (427640)

3.10 Headfall. American police drama series (1) (7430260)

4.00 Motorsport Special from Silverstone and Donington Park (37005)

4.30 America's Top Ten (1) (54111)

5.00 Videofashion (1) (24482)

5.30 ITN Morning News with Phil Roman (46531). Ends at 6.00

6.00 Cartoons (68265)

7.00 The Big Breakfast presented by Chris Evans and Gabby Rodin (8197)

9.00 You Bet Your Life. American quiz game show hosted by Bill Cosby (13352)

9.30 Schools (389710)

12.00 Flight Over Spain. Alicante from the air (1). (Teletext) (62848)

12.30 Sesame Street. Early learning series. The guests are baseball star Bill Irwin and actress Blair Brown (1) (49420)

1.30 Take 5. For the young (44710)

2.00 Check Out 92. Are Britain's beer drinkers getting a fair deal from the brewers? (1) (5578523)

2.25 Channel 4 Racing from Newmarket. Live coverage of the 2.35, 3.05, 3.40 and 4.10 races, introduced by Brough Scott (8388288)

4.30 On the Spot. Fast-moving general knowledge knock-out quiz (5)

5.00 The Oprah Winfrey Show. The guest is actor Patrick Swayze (6558517)

5.55 The Banbury Tales. Animated adventures of a gang of sporting rabbits (789975)

6.00 My Two Dads. American comedy series (1). (Teletext) (5) (20)

6.30 Gamesmaster. The first of a new series of the video game show presented by Dominik Diamond (72)

7.00 Channel 4 News with Zeinab Badawi in the studio and Jon Snow at the Labour party conference in Blackpool. (Teletext) Weather (6739)

8.00 Down To Earth. Archaeological magazine presented by Catherine Hills. Includes an item on the discovery of Indian images on a cauldron thought to be Celtic (3791)

8.30 Rising Damp. Rigby surprises his regular lodgers by taking pity on